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APRIL 3, 1954

Provisioner

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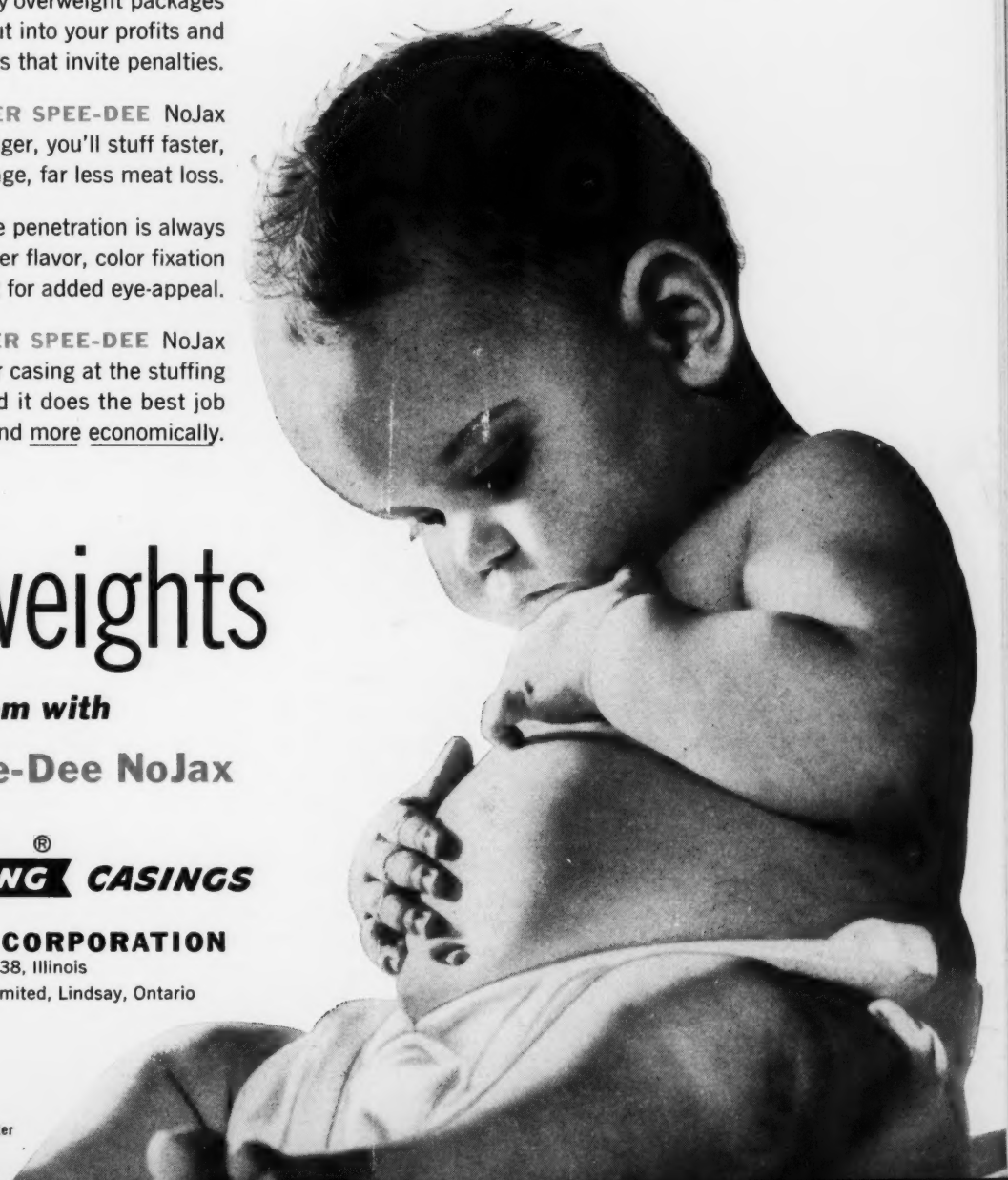
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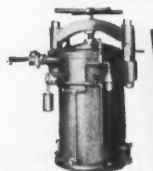
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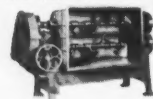
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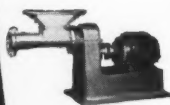
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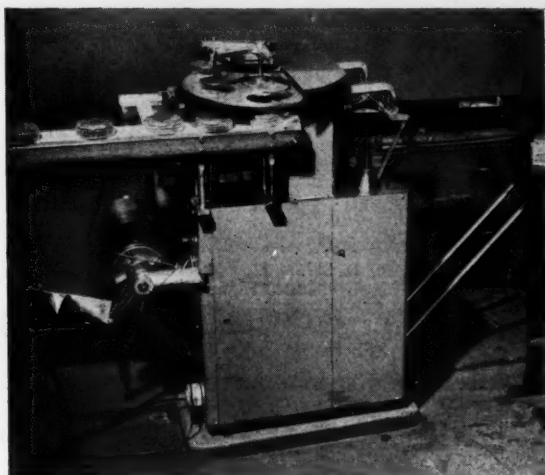
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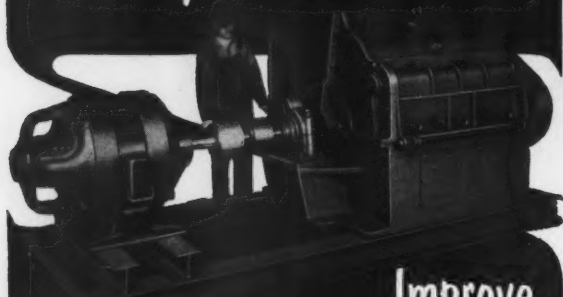
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THE NATIONAL Provisioner

VOLUME 130

APRIL 3, 1954

NUMBER 14

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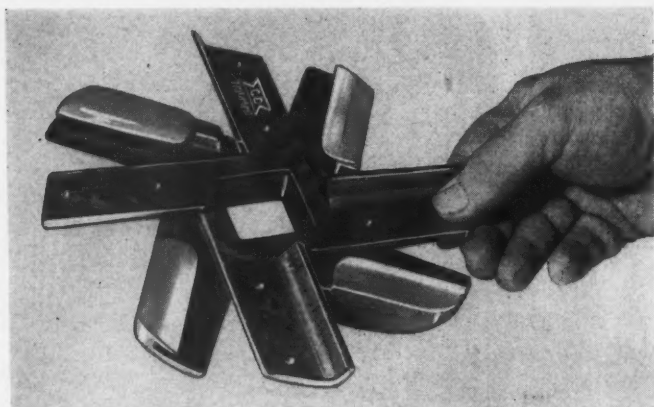
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for uniformly good quality



CHICAGO 38, ILLINOIS

PAPERS FOR PACKERS FOR 50 YEARS



LETTERS

The magazine's new approach to convention coverage wins approval.

EDITOR THE PROVISIONER:

I just wanted to drop you a line concerning the issue of THE PROVISIONER covering our convention. I think that the type of coverage which you have this year is a very great improvement over former years, and of much greater interest, particularly to those who did not attend the convention. I think the elimination of so many photographs of people in hallways and hospitality rooms, and the use of this space for wider coverage of things that occurred at the meeting that are of importance to the industry is a far better arrangement. I have heard many favorable comments on this new setup.

E. F. Forbes
President and General Manager
Western States Meat Packers Assn.

A reader disagrees with an editorial rejecting the need for bonding packers in their livestock transactions.

EDITOR THE PROVISIONER:

I must take exception to several statements appearing in an editorial in your publication. More so, I would like to acquaint you with facts that you are not aware of.

In the first place there are culprits in the meat packing industry and I don't mean just a few. To confirm this I suggest that you contact Mr. Cook of the Packers and Stockyards Administration, USDA, for those he knows of from Ohio east and Denver west. Then ask the Denver Exchange of how many cattle amounting to how many hundreds of thousands of dollars that packers contracted about a year ago and never took because the market was going against them. Mr. Cook is unable to do anything here because these deals were not completed in a stock yards.

Then watch the case against a West Coast packer to be held June 15 in Imperial County Supreme Court which involves contracts on some 3,000 cattle from Montfort's feedlot in Colorado to Los Angeles and points south.

Find out if one of the leading feeders in Phoenix has yet been paid for 400 cattle sold to a large independent Los Angeles packer last February. Why did an Arizona packer stand trial for cattle he bought without paying for them, and then sold them on the Los Angeles market?

Look into these small packers in Ohio, Pennsylvania and New York who over the years have pilfered a few head at a time, the total of which runs into many figures.

Yes, there are "dead beats." There are "damned spots" of credit failures. There are records which prove this.

Spread out your \$750,000 figure on

millions each year in mills. It for the Make then let facts. It —of yo will nev tion. It wo to this

Some for the tributed

EDITOR

As a PROVISIONER many i ence to of the

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millions of head of livestock killed each year and it amounts to a few mills. It's sure damn cheap insurance for the producers.

Make a little more investigation and then let's have an editorial of true facts. It may condemn a few—or many—of your subscribers, but the truth will never hurt you or your publication.

It would be nice to see an answer to this letter in your publication.

George Davis
Safford, Arizona

Some suggestions on future policies for the canned meat industry are contributed by a Chicagoan.

EDITOR THE PROVISIONER:

As a subscriber of THE NATIONAL PROVISIONER for 32 years, I have read many interesting articles with reference to canned meats by the members of the meat industry.

I have devoted most of the past 32 years to the canning end of the meat business.

It is true that the growth of canned meat volume from the "zero" figures of the early twenties to the present date sounds amazing, but along this line of reasoning, how do we compare with other meat producers in getting our share of the food dollar?

In my opinion, the following items are most important:

1. Improvement of quality and trim in basic meats, such as the primal cuts and other meat products which are used in sterile and perishable canned meat items.

2. In developing new canned meat items, extensive research should be of primary importance in regard to packaging, size, customer's tastes, cooking habits and pricing within the reach of the average pocketbook.

3. There has been too much duplication of items and sizes. This confuses the retailer and the consumer. Instead, by research we should develop unique items that are new to the market.

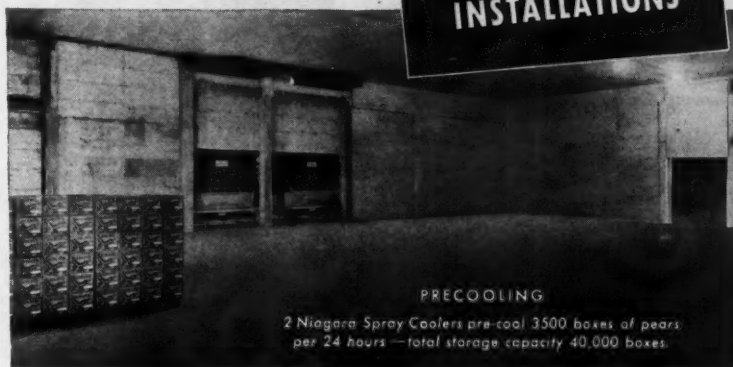
4. After the item has proved itself and is accepted the real job remains to be done through advertising, promotion and demonstrations (if necessary) of the type that will interest the retailer to the point that he will give the item his utmost attention and see that it is put before the consumer. With sound promotion and advertising, it will be possible to get the idea across to consumers that they will get value received for the money they spend on canned meats.

I believe the buying habits of the public have changed so rapidly during the last few years that it is very important that we in the canned meat industry do our utmost to attract as much of this business as possible, in order that we get a fair share of the food dollar.

Charles J. Barbosky
Chicago, Illinois

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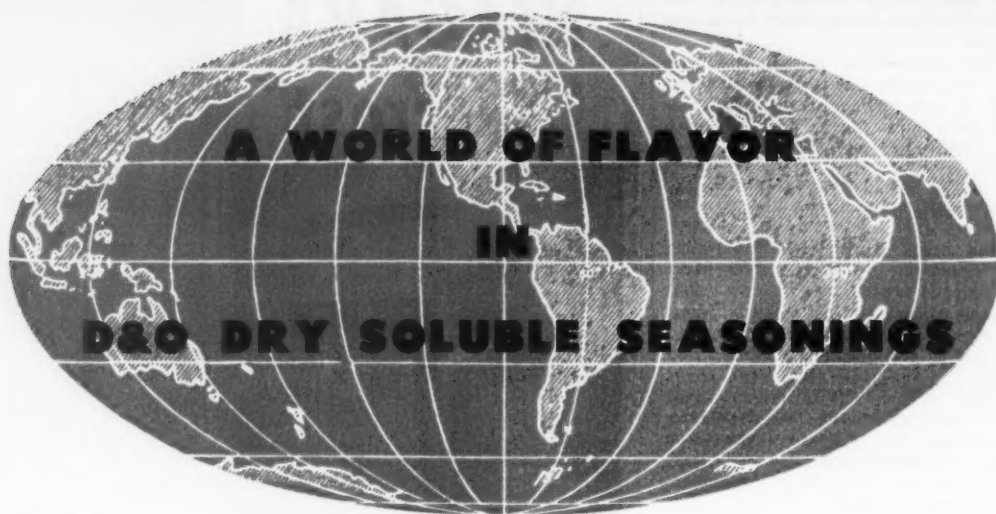
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Write for Bulletin 105

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Sour Notes from a One-Man Band

TOO MANY small and medium size packinghouses are still run with the partnership or proprietorship management philosophy of the original founders of these businesses.

The firms themselves may be corporations, but too frequently they are corporations only in name and financial structure. They remain one-man and two-man "shows" with no sound underpinning of junior executives and high grade supervisory personnel. The companies are run more or less efficiently so long as the "old man" is around, but when he is not, they are likely to go down-hill fast because of errors made by employees who have never been exposed to all of the problems of buying, selling and directing operations. When the "iron man" dies—as he sometimes does—a fine company may be a sitting duck for its competition or a bargain-hunting enterpriser.

It is not uncommon to find fairly large meat packing companies in which the owner or president not only attempts to exercise overall supervision of livestock buying, plant operation and sales, but also engages directly in several of these activities.

When this harassed individual has a few minutes to do so, he will sometimes describe, in lurid language, the sad state into which company affairs were plunged when he was absent for an operation or a vacation a year or two previously.

This man (and we have listened to a number of them) is usually a successful executive who has built up his firm over a number of years by acute watchfulness, hard work and long hours on the job. In the process, the volume of his firm has been multiplied several times and it has grown departmentally and in the complexity of its operations. Increasingly specialized skills are required for the supervision of some divisions.

Yet "the boss" of this expanded and complicated operation still endeavors to keep the whole business under his thumb, and his finger in every part of the pie.

Of course, overall executive responsibility for the success of a business must ultimately be borne by one or two men. However, there is no reason why the large and small divisions of a packinghouse—like those of any other modern business—should not be directed by competent junior executives and supervisory personnel who are entrusted with responsibility and expected to get results. As a team they should be capable of running the business effectively for reasonable periods of time in the absence of the owner and/or top executive.

Under such conditions there might be fewer "geniuses" and "iron men" in the meat packing industry, but there might also be lower mortality (human and business), happier organizations and, in the long run, a better profit level.

Guaranteed Fresh—



PART OF WIDE variety of Seitz packaged items sold with freshness guarantee.

Or Your Money Back

THE DECISION of Seitz Packing Co., Inc., to guarantee freshness of all sliced products in its new sliced luncheon meat program was a tough one to make during the planning stage back in 1952. E. Y. Lingle, president of the St. Joseph (Mo.) firm, readily admits. Many packers contend that a money-back guarantee is an invitation to trouble.

Six months of observing slicing operations of others pointed the way, however, and a year of highly-successful merchandising based on freshness control so convinced management that guaranteed freshness is necessary that the guarantee now has been extended to all the company's identified items.

"We know that a money-back guarantee is a rather revolutionary step and will arouse criticism from many packers," Lingle said, "but we feel that it has become necessary because of changes in methods of retailing meats which have come about with self-service. In the old days, most meat cutters had close contact with their customers and knew many of them personally. The meat cutter handled all products and knew whether or not they were fresh. 'Now, since more and more meats are sold in packages, and oftentimes out of self-service cases, the meat cutter does not always know whether his product is fresh

because he does not handle it. Neither does he have the contact with the housewife so we feel that it is up to us to see that she gets fresh product in order to protect our Lovers Lane brand and our retailers."

It was back in July of 1952 that Seitz officials began giving a great deal of consideration to a sliced luncheon meat program. After making several trips East to observe slicing operations that had been successful for some time, they were able to incorporate several of their own ideas with what they had observed. The company started slicing in January of 1953 with three factors as the basis of its merchandising plan: 1.) a superior product, 2.) guaranteed freshness, and 3.) sales appeal of package.

"We had always attempted to make our Lovers Lane products on the top side, as far as quality was concerned," Lingle pointed out, "but we decided that if our products bearing our trade mark were going into meat cases, we should go even farther with our quality. Consequently, we revised all formulations which seemed to us to be not quite up to snuff."

"We wanted to have more than just a good product; we wanted also to have a good ingredient statement on each package, because we have found that more and more housewives are



ON THIS PEG BOARD device, Barbara Akins consolidates orders so only amount of product needed will be packaged.

label-conscious and are reading ingredients. While we could see lower production costs through the use of water-cooked loaves for slicing, we decided that in order to carry out our quality idea, all loaves possible should be baked. Since baked loaves are irregular, this created some slicing problems. These problems have been overcome although slicing costs are slightly higher. However, we think the better quality of a baked over a steam-cooked loaf justifies a higher price."

The company slices and wraps 26



1. PRODUCT is sliced, weighed and then travels by conveyor to packaging station.



3. END SEALS are made, labels affixed on the back board side, packages dated and placed in cartons ready for delivery.



2. SHEETING machine serves up cellophane wrap automatically and first heat seal is made by foot-operated unit.

different items, which make up about 30 per cent of its total sausage production. Processed products are sold within a radius of 100 miles of St. Joseph with largest self-service markets in Kansas City, St. Joseph and Topeka.

The freshness guarantee is not a concession to customers to get business, emphasized Lingle and Garland Wilson, jr., vice president of the company. Management felt from the outset that every housewife who bought a Lovers Lane product would know who had made it and would condemn the manufacturer as well as the retailer if the product were not fresh. Since perishability of luncheon meats is increased about three times immediately upon slicing, the guarantee is a protection for the company as well as for the retailers, they said.

Freshness control took "some doing," they recalled, but they have been able to accomplish it by slicing at night the orders taken that day and getting delivery to stores on special refriger-

ated trucks the next morning. A woman employee takes orders from the salesmen and routes each load. The invoices for the load for each route are then placed on a peg board so she can assemble data showing the amount of each item needed. The amount of each product sold on all the routes then is tabulated and given to the foreman in charge of slicing so exactly the amount needed to fill the orders is sliced. No stock is carried over at the end of the day, which is considered essential in the race against time to keep the product fresh.

Three deliveries a week are made to each account. One set of customers gets deliveries on Monday, Wednesday and Friday and the second set on Tuesday, Thursday and Saturday. The only exception to the night slicing is on Sunday, at which time slicing is done during the day.

This means a gang of girls must work six days a week. Problems in this connection were worked out with the union so that by staggering per-

sonnel each girl could have one day off so she would not have to work more than five days during any week, Lingle said.

The packaging operation is semi-automatic, as shown in the accompanying photographs. Temperature in the slicing room, which was built last year for the operation, is about 46° F. Humidity is lower than in ordinary coolers in order to prevent condensation inside the package.

Three U. S. slicing machines are used for slicing product. The machines stack slices to weight count, and the girls then make exact weights of each stack on Toledo over and under scales. The stacks are placed on the backing board and then onto trays which are put on a Rapid Standard roller conveyor and move to the packaging operation, employing a Corley-Miller sheeting machine.

A girl at the sheeting machine takes each stack, turns it over and places it meatside down on the cellophane sheet which has been cut and moved into place by the machine. Another girl folds over two ends of the cellophane, tightens them and then steps on a lever that activates a heating arm which makes the first seal. The sheeting machine moves the product along to a moving belt for the next operation. Two girls with hot irons then seal the two open ends and a third places the label on the package, centers it and also seals it with a hot iron. Packages travel under a roller which firms the label seal and then are dated by a

Kiwi Coder just before reaching the pack-off station.

Loaves are sliced into 8-oz. packages; Canadian bacon and boiled ham are packaged in 5-oz. and 10-oz. packages. All-meat bologna, the company's biggest seller, is put up in 1-lb. and 12-oz. packages in addition to the 8-oz. size. Spiced loaf occupies the No. 2 sales spot.

Each package is dated five days in advance, and salesmen are responsible for seeing to it that out-dated products are out of the case after their expiration date. Thus, packages are picked up before they are spoiled or even stale, making certain that the housewife carries home nothing but strictly fresh merchandise.

"We make no attempt to code our date," Lingle explained, "because the housewife has learned to trust the freshness of the product and we have very little trouble with her sorting through the case to find a fresher package; she has learned that every package is fresh."

The words, "Fresh or Your Money Back," have been printed on the backing boards since about the middle of 1953.

Close Cooperation Required

Freshness control requires very close cooperation between the company and its retailers as well as among the production, delivery and sales departments at the plant, Wilson said. In a few cases the firm has been forced to discontinue sale of the product to dealers that would not cooperate but these instances are rare.

"We have found that good merchandisers work with us and help us make the plan work," Wilson pointed out. "We believe, in some instances, our insistence on freshness has created a state of mind among our retailers which has caused them to be better merchandisers."

"Some dealers are inclined to over-order, but we do not feel that is their fault. Meat packers historically have sold the dealer all they could so that there would not be an order for their competitor coming along behind them. In many cases we packers have encouraged retailers to over-buy. Under our plan, we keep a written record of the retailer's sales from week to week, and we can tell him approximately what he needs to order. We are in close touch with his inventory on each item which is, of course, important in determination of what he should buy when our salesman is there. In some cases it is necessary that we reduce the orders to make them more nearly in line with what the dealer needs."

The company first tried to find ways to economize on the package of the product, according to Lingle, but since management had decided to go all out for good contents and for freshness "we thought that it would only be consistent to get the best and most attractive package obtainable. Since we are trying to appeal mainly to women,



KEY PERSONNEL in freshness control are Carl Tetherow, slicing foreman; Eileen Deeken, forelady, and Bill Dillinder, sales manager.

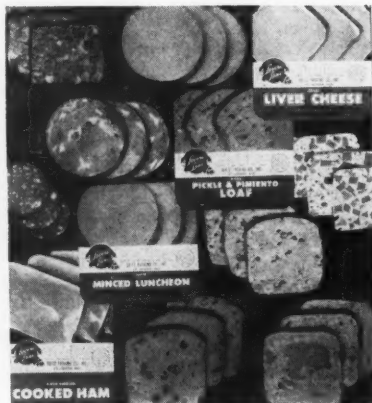
this seemed all the more important."

Cellophane from DuPont is used for a wrapper. A grease-proof backing board was chosen because Seitz officials found that the housewife wants a rigid package which is not "floppy" when she picks it up and does not want a greasy backing board. The backing board is made by Sutherland Paper Co.

Several different kinds of labels were tried; management then had the Muirson Label Co., Inc., Peoria, Ill., photograph each of the products and produce labels that were the exact duplicate of the contents of the packages.

"It had been our experience," Lingle said, "that if a label came out printed in off-colors or faded colors, immediately the sale of the product with that label was retarded. If the label does not appeal to the housewife, she is reluctant to buy the product."

Product illustration, according to the Muirson Label Co., is most important in the entire makeup for impulse buying and self-service marketing. It must create the desire to buy and taste. It must stand out among other products and brands of a similar nature. This has been accomplished by fine reproduction of direct color pho-



REALISTIC Seitz labels were achieved by photographing product in full color against background of fresh parsley.

tography in the Seitz labels.

Extensive research also has proved that the pinker the meat, to a certain extent, the more appealing it is to the consumer, Muirson officials said. Therefore, product is photographed against a background of parsley, and meat with authentic color naturally appears pinker against the complementary green. The Lovers Lane trademark cuts into the illustration, carrying the eye down and giving the consumer immediate brand identity.

The housewife not only wants the label to be an exact reproduction of the product, she wants to see the product, too, according to Wilson. "Almost invariably when she picks up a package out of the case she'll turn it over so she can see the visible side. Most of our dealers have learned to keep the transparent side of the package down and this, of course, eliminates fading. The package has excellent stability and will stand handling exceptionally well."

Finding that its sliced meats with the money-back guarantee were out-selling all competitors in the self-service case, the company began to experiment for freshness control on all Lovers Lane packaged items toward the end of last year, Wilson said. The decision to go to a freshness guarantee on all identified items was made at the company's annual sales meeting in January, and since March 1 all advertising has been based on the money-back guarantee.

"Fresh, fresh, guaranteed fresh. Buy Lovers Lane Wieners, they're always fresh," chants the television announcer three evenings a week to a tom tom background on WDAF-TV, changing the word "wieners" to "Porkies" or "bacon" or whatever product is featured from week to week. Radio spot announcements start out with the same chant and are followed with a commercial elaborating on the value of freshness to quality. The company has radio announcements on musical clock morning programs on station KFEQ in St. Joseph, WHB in Kansas City and KTOP in Topeka.

The company has developed mats for newspaper advertising on a cooperative basis to be used by retailers in their weekly ads. The mats carry out the theme of the radio and TV advertising. In addition, some small-point-of-sale displays bearing out the freshness theme are used.

Until the advertising program was concentrated on the freshness theme, the word was spread around by salesmen, by the words "Fresh or Your Money Back" on the packages and by four demonstrators who demonstrate for the company each week in stores some place in the distribution area.

A steady increase in sliced meat sales since the inception of the plan convinced management that housewives were looking for such a fresh merchandising approach and will respond accordingly to the campaign.

PRESCO PICKLING SALT

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Because it's Mild

BOARS HEAD



Super Seasonings

Expertly compounded of purest materials to
produce the finest of uniformly delicious flavors

Leading Packers
FAVOR

**PRESCO
PRODUCTS**

because their
demonstrated
efficiency
produces
superior results

Plant Operations



CALF SPLITTING made easier as counter-balanced saw cuts quickly and cleanly through carcass.

Saw on Wheels Speeds Calf Carcass Splitting

DEMAND is growing in wholesale and retail channels for more skin off calf sides. The development of suitable protective packaging materials permits the movement of skin off sides to the trade with no danger of bloom loss. Retailers are less inclined, and apparently less skilled, than in the past to handle calf carcasses with the hides on.

A major problem at the packer level is the economical splitting of calf carcasses. Packers specializing in calf slaughter generally do a volume business, moving 400 to 500 head or more per day. To split any percentage of this total by hand is a tiring task. A skilled splitter must be an experienced tradesman. It is difficult, also, to man the calf splitting operation in terms of fluctuating demands. One day perhaps no sides will be required, while 100 might be needed for the morning run next day.

How could calf splitting be done quickly and with personnel of limited experience? Best & Donovan, Chicago, manufacturer of portable power saws for the meat packing industry, with the in-plant cooperation of a leading midwestern calf slaughterer, designed a portable saw to perform the operation efficiently.

Since calves are skinned and split in the calf cooler in no predetermined sequence, the saw is light weight, compact and can be moved quickly on its own portable mount to any location. Though light, the saw is steady enough to handle a sustained splitting operation, even when heavy calves, about 300 lbs. and down, are processed. The production model of the saw, which was achieved after experimental work at several packing plants, weighs 48



PORTABLE mount permits rapid movement of saw to any location in cooler. The saw can be adjusted height-wise and swing laterally in a 360-deg. plane.

lbs., has a fully guarded, 20-in. blade, and is powered by a splash-proof $\frac{3}{4}$ -hp. motor.

The mount, which moves on wheels and has a foot brake device to hold it fast during splitting, is easily adjustable, height wise, by means of pins inserted in the vertical piping. The top arm extends at right angles from the pipe in which it is mounted and swivels 360 degrees.

A Thor balancer is mounted to a hook eye on the arm and from it hangs the calf saw. The platform truck is

about 4 by 3 ft. with full swivel casters and brake at the back.

When any calf carcass is to be split, the operator moves the unit to the carcass, locks the brake, plugs in the power cord, swivels the arm around to the desired position and splits the carcass quickly and accurately. Prior to splitting the carcass is removed from the gambrel stick and spread between two rails by means of two trolley hooks (see upper left photo).

A packer who uses the saw told the NP reporter that the new technique of splitting calf carcasses greatly lessens the degree of training required. He said almost any good meat plant employee could, with a minimum of training as to proper stance and initial cut, operate the new saw successfully. In several months of operation, he asserted, no miscuts have resulted from use of the saw. The operator, who formerly split carcasses with a hand cleaver, said the task is much easier and faster with the new equipment.

Examination of a split carcass showed it to be cut clean with no bone splintering nor excessive smearing of bone dust and fat.

Lamp Replacement

Should fluorescent lamps be replaced on a scheduled plan or as they burn out? At the recent plant maintenance conference in Chicago, it was brought out that savings averaging better than 20 per cent are being realized by scheduled replacement of lamps before they burn out. It was indicated, however, that plants should have a minimum of 100 lamps before going on scheduled replacement.

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are available in
some areas.



Write for further information and specifications of the various nose-mounted and skirt-mounted ARCTIC TRAVELER models.



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The ARCTIC TRAVELER unit is so simply designed and engineered that any competent garage mechanic can keep it in top working order . . . without the necessity of attending a special school to learn how!

ARCTIC TRAVELER was the first truck refrigerating unit to offer 110/220 volt, single phase, AC electric standby in all models for silent overnight refrigeration. The NCA series features a trouble-free semi-hermetic motor-compressor unit.

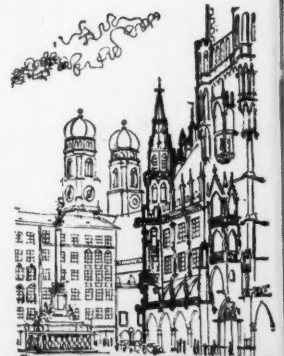
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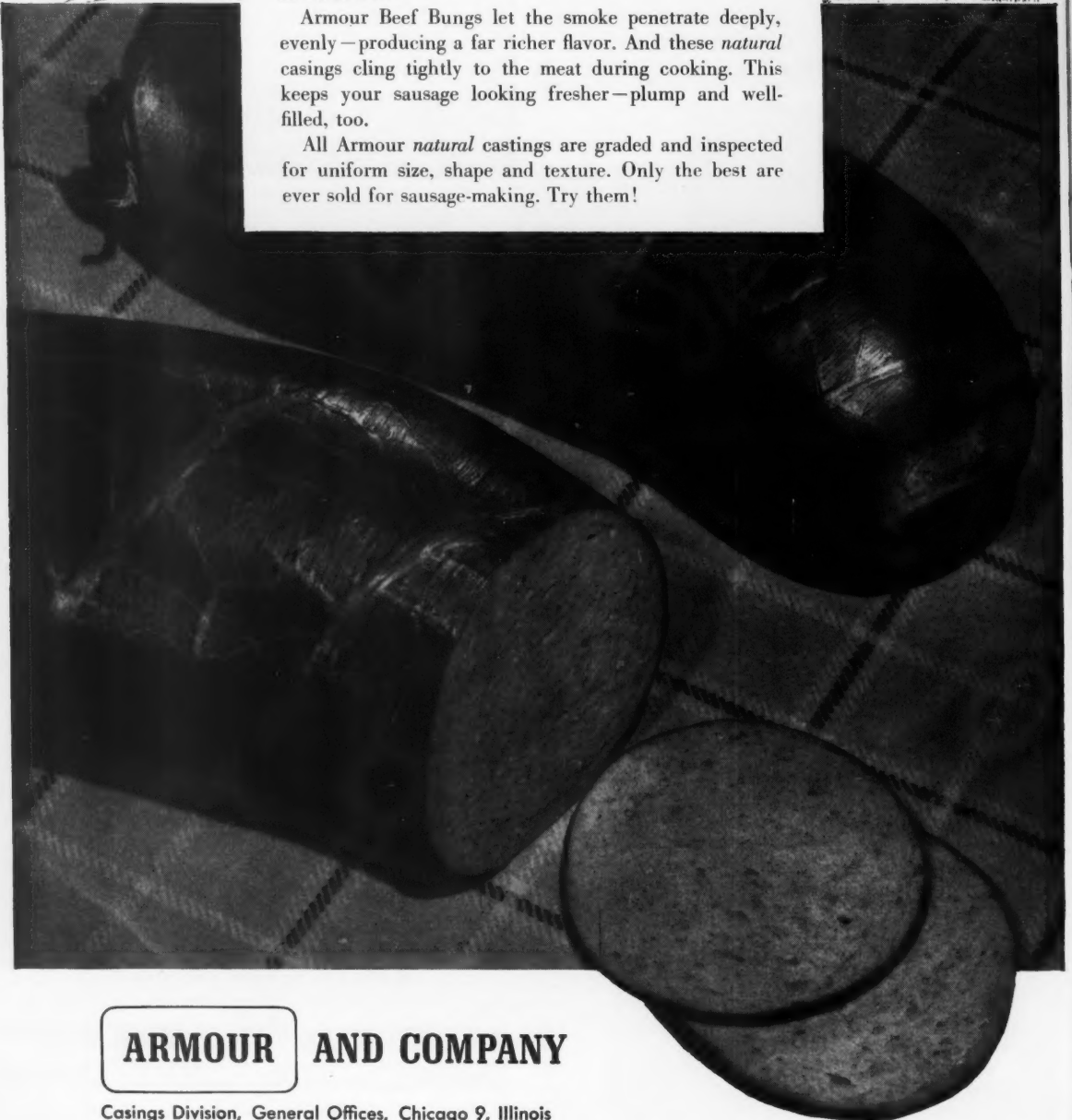


You'll make your best
LARGE BOLOGNAS with
ARMOUR BEEF BUNGS!

Old-world flavor and quality is what sells the most large bolognas—and fine sausage-makers know it. Armour Beef Bungs help produce this old-world quality in sausage. That's why these *natural* casings are so much in demand in St. Louis!

Armour Beef Bungs let the smoke penetrate deeply, evenly—producing a far richer flavor. And these *natural* casings cling tightly to the meat during cooking. This keeps your sausage looking fresher—plump and well-filled, too.

All Armour *natural* castings are graded and inspected for uniform size, shape and texture. Only the best are ever sold for sausage-making. Try them!



ARMOUR AND COMPANY

Casings Division, General Offices, Chicago 9, Illinois

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THREE MIDGET bologna, made at same time and all Vac-Dipped except for top of center sausage, were photographed after six weeks open storage under refrigeration. Note condition of coated product compared with deterioration on upper portion of center sausage.

Develop New Plastic Coating for Sausage

A preservative resin coating, which forms a continuous cohesive and substantially moisture- and air-proof barrier over the casing of cooked sausage such as bologna, is now being employed by the New England Provision Co. of Boston.

Midget and long salami and bologna processed by the new "Vac-Dip" method is now being test-marketed in the New York City area by NEPCO.

Use of the resin coating is reported to retard drying, shrinkage, slime and molding. Richard Cotton, president of Eastern Resin-Kote Corp. of Boston, the firm responsible for the "Vac-Dip" process, states:

"Where various products would lose their appearance within ten days, these same products will stand up for at least a month with this coating."

In the process the product is stuffed

in its regular sausage casing, smoked and cooked. After thorough cooking the preservative resin is added by dipping or spraying; this is followed by a brief heat cure. The New England Provision Co. is using a dip tank with a pump and filter to keep the liquid solution clean and mixed. The solution dries to form a plastic coating over the product.

A NEPCO spokesman said that from external appearance the consumer does not know that anything has been done to the sausage.

New England has also adopted Saran wrap for its pre-packaged luncheon meats. The changeover was made in the belief that the film will improve the holding quality of the product, that the packages will be tighter and will not loosen up, and that the packages will have greater clarity.

Bacon Smoking Study

In a study of the "bactericidal and drying effects of smoking on bacon," N. E. Gibbons, Dyson Rose and J. W. Hopkins of the division of applied biology, National Research Laboratories, Ottawa, Ont., attempted to evaluate the role of temperature, humidity and smoke constituents in the destruction of bacteria during the smoking of bacon.

As reported in *Food Technology* of March, 1954, the research team found that smoke constituents were chiefly responsible for the bactericidal effect obtained during smoking of bacon. The combined action of heavy smoke and high temperature reduced the number of bacteria 100,000-fold. Although with dense smoke, high temperatures (131 to 142° F.) were more destructive than low (68 to 103° F.), variations in humidity had little effect. The bactericidal effects of light smoke were variable, but the combination of high temperature and light smoke was almost as destructive as heavy smoke. However, at lower temperatures light smoke had little bactericidal effect.

Although the total number of bacteria was reduced by smoking, there appeared to be little selective action. The concentration of smoke constituents on the surface of finished bacon gradually decreased due to diffusion, and possibly oxidation, but these constituents exerted a bactericidal effect for some time after the meat was removed from the smokehouse and resulted in a continuing reduction of the bacterial load.

Weight loss was inversely correlated with humidity in both heavily and lightly smoked samples. There was some indication that losses were greater during light smoking at high temperatures, but the loss did not appear to increase with time. The weight loss during heavy smoking increased with time of smoking but decreased with a rise in temperature, probably because the combination of smoke and high temperature tanned the surface and reduced the transfer of water.

\$50,000 Damage to Emge As Tornado Strikes Plant

The Emge Packing Co., Anderson, Ind., was damaged to the extent of about \$50,000 March 28 when a tornado struck the firm's year-old packing and shipping building, blowing out two sides of the structure and exposing the interior to the near cloudburst that followed.

A large sign in front of the plant was carried by the wind for two blocks and badly wrecked. It is expected that much of the damaged structure may have to be rebuilt, according to John M. Chaille, general manager. Many homes of Emge workers in the ten-block area hit by the tornado also were damaged. Total storm damage in the area has been estimated at well over \$500,000.

Chicago Workshop Set on Refrigeration Advances

The Refrigeration Research Foundation, Colorado Springs, Colo., will hold a two-day workshop at Chicago's Edgewater Beach hotel on April 21 and 22. The meeting will concern itself with significant technical developments in the fields of commodity refrigeration and phases of engineering as applied to refrigeration.

Among the topics and speakers scheduled for the meeting are: 1.) "Meats," Dr. Roy Newton, Swift & Company; Dr. Henry Kraybill, American Meat Institute Foundation, and Dr. W. H. Cook, National Research Council of Canada; 2.) "Frozen Foods," Harold Humphrey, Birds Eye; Dr. E. F. Jan-

sen, Western Regional Research Laboratory, USDA, and Dr. D. K. Tressler, QM Food & Container Institute; 3.) "Radiation of Foods," Dr. B. E. Proctor and William J. Hoover, TRRF; 4.) "Hygrometry," Prof. Burgess Jennings, Northwestern University, and Dr. C. W. Thornthwaite, Johns Hopkins University; 5.) "Condensation Control," Prof. Carl Kayan, Columbia University, and Dr. J. G. Woodroof, Georgia Experimental Station; 6.) "Frost Heaving," Prof. R. C. Jordan, University of Minnesota, and James C. Irwin, U. S. Cold Storage Corp.; 7.) "Underground Refrigerated Structures," James C. Irwin and Wm. J. Hoover, and 8.) "Armstrong Cork Company Research Laboratory," Henry Brown, Armstrong Cork Co. and Wm. J. Hoover.

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Swift Announces Research Grants of \$250,000 for 1954

Swift & Company announced Thursday the award of \$250,000 to help support basic research projects in universities, colleges and other institutions.

The 1954 grants are part of a Swift program inaugurated in 1941. Since that time, 375 grants totaling more than \$2,250,000 have been made to more than 90 institutions. Nearly 240 separate scientific projects have been supported.

Dr. Roy C. Newton, vice-president in charge of research, who made the announcement, said the findings in all Swift sponsored projects are placed entirely in the hands of the universities and colleges. "Published results are available to all research workers. In all these programs the objective has been to stimulate research for new knowledge which may benefit mankind," he said.

For the 1954 program, eleven agricultural and six unclassified grants-in-aid will total about \$158,000. Grants in the nutritional fellowship group have not yet been determined, but the research funds awarded will bring the total to \$250,000, he said.

Schools and institutions receiving agricultural grants and individuals in charge of projects, include: Colorado A & M College, Fort Collins, Dr. A. W. Deem, Study of Shipping Fever in Beef Cattle; University of Florida, Agricultural Experiment Station, Gainesville, Drs. A. C. Warnick and Marvin Koger, Improvement of Reproductive Efficiency in Beef Cattle; University of Illinois, Urbana, Drs. S. W. Terrill and D. E. Becker, Nutritional Requirements of Pregnant and Lactating Swine; Iowa State College, Ames, Dr. W. H. Pierre, Relation of Plant Composition to Soil Nutrient Supply and Fertilizer Effectiveness, and Michigan State College, Lansing, Dr. R. D. Barner, Study of Pinkeye in Cattle.

Also, University of Nebraska, Lincoln, Dr. Robert M. Koch, Identification of "Dwarf Carriers" in Beef Cattle; Ohio Agricultural Experiment Station, Wooster, Dr. Orville G. Bentley, Factors Affecting the Utilization of Feed by Ruminants; George Washington Carver Foundation of Tuskegee Institute, Tuskegee Institute, Ala., Dr. E. G. Trigg, Study of Possible Microorganisms Which Cause Death in Calves a Few Days After Birth, and Utah State Agricultural College, Logan, Utah, Dr. L. E. Harris, Nutritional Deficiencies in Range Forage and Supplementary Feeding of Range Cattle.

Unclassified grants include: University of Chicago, Dr. Gail M. Dack, To Determine Enterotoxigenicity of Staphylococci From Patients Receiving Antibiotics; Florida State University,

Tallahassee, Dr. Betty M. Watts, A Study of Oxidative Changes in Meat; University of Illinois, Urbana, Dr. H. O. Halvorsen, A Study of Inhibitors for Germination of Bacterial-endospores and Mechanism of Heat Resistance; State College of Washington, Pullman, Dr. M. E. Ensminger, Fundamental Study of Relationship of Nutrition Toward Improvement of Animals for Meat Production Through Breeding, and University of Wisconsin, Madison, Wis., Dr. R. E. Nichols, Toxicology of Some of the Detergents Used in Cattle Feeding.

Morris Elected President Of National Meat Canners

Hale D. Morris, manager of the canned food department of Armour and Company, Chicago, was elected president of the National Meat Canners Association at the annual meeting of that group in Chicago.

The National Meat Canners Association is the trade and promotional organization of the meat canning industry. Among its principal activities in 1954 is the direction of an industry-wide advertising and sales promotion program on meats in cans.

Morris has been with the sales division of Armour and Company for 31 years. He was appointed to his present position in the company's Chicago general office in 1950.

Roger E. Brickman, general sales manager of Illinois Meat Co., was elected vice president of the National Meat Canners Association. William J. Foell, president of the Foell Packing Co., was re-elected treasurer, and John H. Moninger was re-elected secretary of the organization.

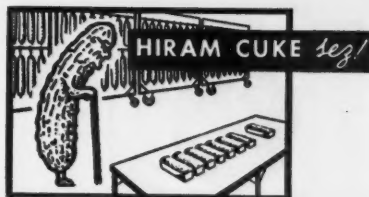
Morris succeeds Ralph Keller, general manager of Chicago operations of Geo. A. Hormel & Co.

New directors named by the association include: C. L. Halladay, vice president of Derby Foods, Inc., Chicago; J. L. Williams, manager of the canning division of Krey Packing Co., St. Louis, and Gordon E. Mills, vice president of Walker's Austex Chili Co., Austin, Texas.

Canada Rails Lower Rates On Canned Meat Shipments

The Canadian Board of Transport Commissioners, Ottawa, has authorized the railways to contract with a group of packing companies for lower freight rates on canned goods going from the six eastern provinces to the far west.

The new rates are embodied in an "agreed charge," whereby ten companies agree to give the carriers 85 per cent of their business. The basic rate will be 2.07 per cwt. from Ontario points to the Vancouver area, compared with \$2.21 now. The lowered rates reflect the influence of water competition.



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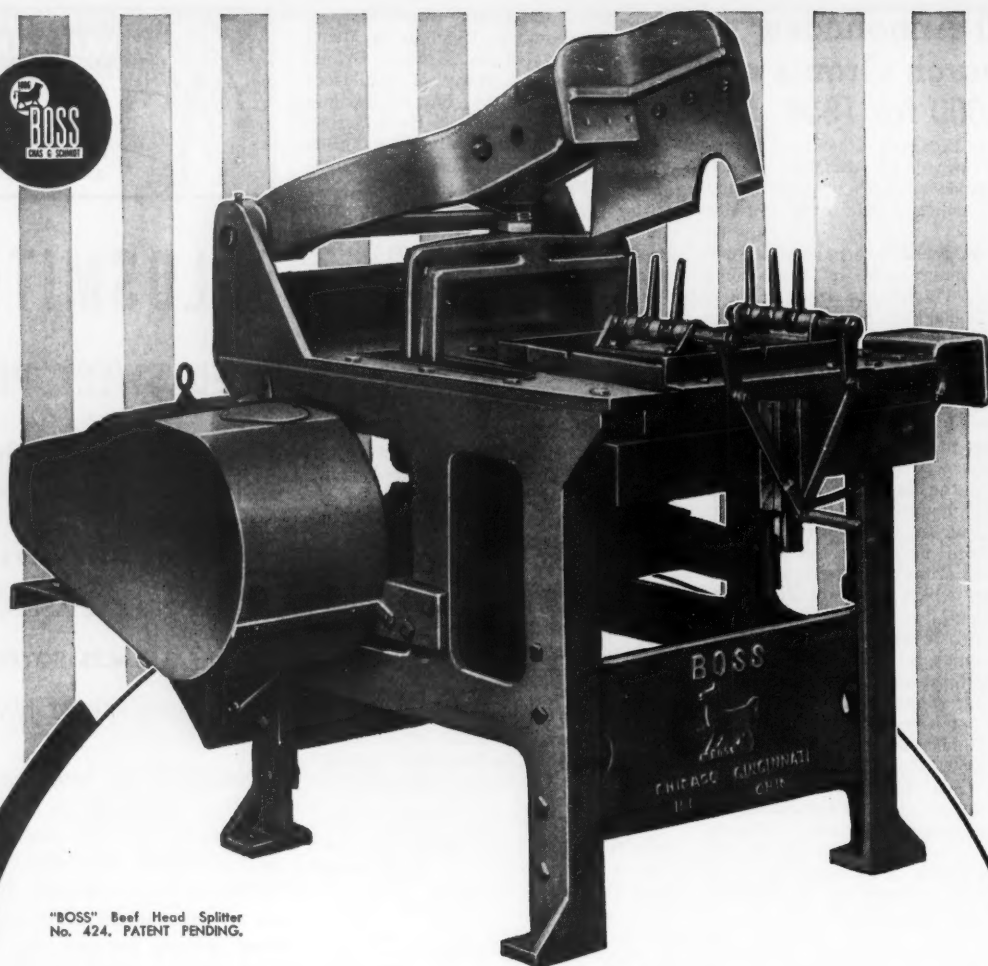
Give your products a distinctive taste appeal by simply adding GOLDSMITH'S DICKED SWEET PICKLES to your present working formulas.

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The "BOSS" NO. 424 offers all of the operating features, all of the safety features which you expect a key unit of equipment to provide. Many of its basic advantages are patented, and unobtainable in any other piece of equipment. And all are protected from the jar, vibration and corrosion of daily use by rigid, cast iron construction.

This fact is basic

The cost of manufacturing or processing equipment can only be reckoned in relation to units of work performed. The "BOSS" BEEF HEAD SPLITTER NO. 424 merits your close inspection. Write now for details of construction, operation, and safety.

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How to Reduce Labor Turnover

Canadian analyst offers remedies for bolstering weak links that cause excessive labor turnover in meat plants. This is the second of two articles—

By JOHN J. BERRY, JR.



THE first step in controlling turnover is the gathering of turnover figures. This procedure was discussed in the first article which appeared in THE NATIONAL PROVISIONER on March 13.

Let us now give our attention to the analysis of this data to reduce turnover. Careful analysis and resolute action will pay off by reducing a firm's losses from too many separations. Some remedies for bolstering a number of weak links in an organization will be suggested, based on more than a year's study of the selection and training departments of a large Montreal packinghouse.

It will be recalled that two classes of information can be collected concerning turnover; the number of separations by departments affected, or the total number of separations according to cause.

Analysis of separations by departments is the easiest and fastest approach and is satisfactory so long as there are not too many employees and not too many types of skills employed in the plant. By this method the analyst learns which departments require replacements and, if he also selects the replacements, he can improve upon past selections by picking candidates who are taller, heavier (and presumably stronger), or with other more desirable qualities or with more experience than those previously hired. It will be noted that the analyst can find guidance in the data on the exit interview form, or can use the application forms of separated employees in making his com-

parison of physique and training and experience. (See earlier article.)

Where shipping help or drivers are separated as "unsatisfactory," raising the educational standards required by one or two years may solve the problem. The employment interviewer may also learn to improve selections from visits to the various departments affected where he can note the age, physique and other characteristics that go to make satisfactory workers there. He can then set selection standards on the basis of these findings. He is cautioned in comments below not to set educational standards too high.

Another advantage gained from this simple method of calculation is that it pinpoints the foremen who have the highest rates of turnover. A subsequent study should be made to find out whether these foremen use good human relations practices towards their employees, or are vague when instructing, sarcastic when correcting and unruly of temper when the pressure is on.

When it is found that unsatisfactory foremen are the cause of high turnover, they should be given additional training in good relations practices. If they do not improve they should be replaced.

When the analyst organizes turnover data according to cause, a great deal more can be discovered which may serve to suggest remedies for cutting down the frequency of separations. These remedies are to be found in the ever-growing body of modern management

techniques. A useful start can be made by surveying the personnel selection and placement and also the on-the-job training facilities in the plant.

First of all, consider the role of the personnel selection man. Each executive interested in making the most economic use of his services should check off the following points to see if they apply to his organization.

1. Does your man know thoroughly the operations in the plant?
2. Does he have frequent opportunities to visit these operations to learn the physical, mental and other demands required of the various employees?
3. Does he have the time and opportunity to check on the progress of workers recently hired?
4. When the time comes to interview job seekers, does he have at his disposal a brief job description and job demand data against which the fitness and past experience of the man can be gauged?
5. Can he do this selection work without too frequent interruptions or phone calls?
6. Does he have a clear, brief story at hand of the firm's welfare benefits to tell prospective workers?
7. Does the selection man have close coordination with the labor relations man? It is important that he be informed of layoffs in the near future.

Selection operations can be handled

ECONOMY!

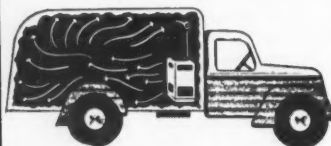
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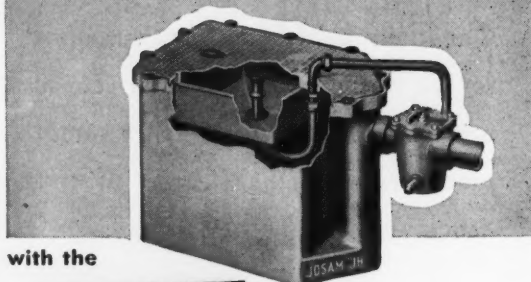
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quickly. The results suffer when the placement officer has to rush through them, or has to cope with frequent interruptions. Inadequate facilities and undue haste in this area of the packinghouse organization show up in higher turnover figures in those sections of the summary marked "job was too hard," "disliked working conditions," "discharged— incompetence," "discharged—absenteeism."

Hasty selection practices will also show up later in instances termed "discharged—dishonesty."

The employment supervisor or hiring officer would do well to include the following statements to newly hired people: First of all he should discuss suitable and adequate clothing for the job, especially if the worker is to work in coolers and freezers. Then a statement should be made that the purpose of sudden transfer to one or more operations or departments is to reduce lay-offs and this means greater take-home pay. Such statements help the unsettled newcomer get ready for his work. The forewarning serves well to convince him after he starts that he's not working in a "mad-house," but in a place where operations follow a noisy, but definite plan.

An adequate selection department will have space where one or more people can be interviewed and where previous employment records are available in case former employees ask to be rehired.

The work schedule of the employment

supervisor may be varied by a number of tasks that should, however, be subordinated to the hiring function at hiring times. Junior clerks can usefully give much of the routine assistance to people filling out applications and to maintenance of the usual personnel records of the newly hired.

It is important to speak to the new employe about all welfare benefits and how to apply for them. Much money is spent on these benefits—in many cases as much as a third of hourly rates. Adequate publicity about them serves to keep people in the organization—the reason for having the welfare program. The importance of the message to newcomers becomes more apparent when one notices that most workers don't bother to read the booklets handed out to them which deal with these plans.

In plants having a job description and job evaluation program, officials are in a good position to handle situations arising from numerous separations because "pay is too low." Adjustments in individual rates can be made when competition in the area is particularly keen for certain types of workers. It is helpful to a plant having such plans to see that newcomers are given jobs where their past experience and training enable them to reach the top rates for their classification as soon as the schedule permits. Placing skilled meat men in lesser jobs, rather than in their regular jobs that pay more, breeds turnover unless the selection man can get them

into more remunerative positions in a reasonable time.

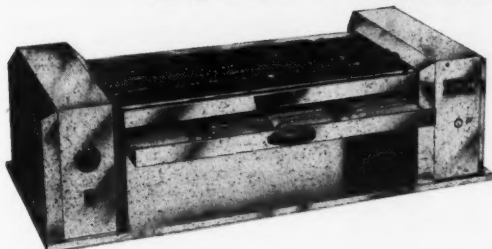
Numerous instances of discharge for "insubordination" may occur in organizations where the workers are convinced that work standards are unreasonably hard, or that they are competing against other units that are more modern in layout and equipment. These men work for a period and then become fatalistic about the situation. They begin to "take chances" and, when discovered, they take the "rap" and become a separation statistic in the process. Other more competent workers faced with the same situation may leave in search of "better prospects." It would be wise where such turnover occurs to review the standards in the interest of maintaining high level output with less turnover.

When it is clear that the large number of "discharges-insubordination" is not caused by standards, it is well to see that the plant rules are clearly posted in each of the departments and that the foremen mention them in departmental meetings. Insubordination may also occur in an organization where it is suspected that the supervisory team is divided in its ranks. Higher supervision must consistently support the foreman and train him where he shows need of it. Most unruly types of individuals, dishonest ones and absentees, can be screened out before hiring if the placement man can contact

(Continued on page 32)

**CONNOLLY
AUTOMATIC**

ROLL-A-GRILL "...the ONLY Way to Cook SKINLESS FRANKFURTERS!"



**IDEAL FOR DEMONSTRATION — FOR RESEARCH
SIMPLE TO OPERATE!
JUST PLUG IN — NO INSTALLATION NEEDED
NO SMOKE—NO ODORS**

**WILL MAKE YOUR FRANKFURTERS LOOK BETTER — TASTE BETTER!
IDEAL FOR SKINLESS TYPES—FINE FOR OTHER SAUSAGES, TOO!**

*Gleaming, stainless steel construction.
Sanitary and attractive, easy to keep clean.*

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*So says the luncheonette supervisor
of a large chain organization.*

Yes, the exclusive Roll-A-Grill method is proving to be the best possible way to cook skinless frankfurters, as well as other types of sausages. The heating elements of Roll-A-Grill rotate back and forth in a unique rhythmic motion, grilling the frankfurter evenly on all sides—self-basting it—sealing in the natural juices to retain maximum flavor of the meat!

AMONG MANY USERS

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- Jones Sausage Co.
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- David Davies, Inc.
- Peguill Packing Co.
- K. Monkiewicz, Inc.
- Kahn Packing Co.
- Elkton Packing Co.
- Standard Sausage Co.
- East Tennessee Packing Co.
- Merchants Wholesale Meat Products Co.
- Balentine Packing Co.
- Swift & Co.
- Hygrade Food Products
- Tobin Packing Co.
- Cook Packing Co.
- Parrot Packing Co. Inc.
- Lykes Bros. Inc.
- Tennessee Packers Co.
- Dietz & Watson
- Israel National Kosher Sausage Co.
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Announcing...



**THE NEW
GLOBE-HOY**

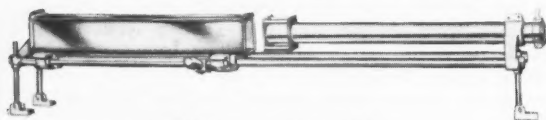
Pat. Pending



**EXTRA HEAVY DUTY PRE-SLICING MOLD—
16 Gauge Stainless Steel Body**

- **Exclusive Positive Locking Cover prevents leakage.** The wedge lock cover fits on to a heavy tapered flange around the end of the mold to give a tight, self-locking seal which reduces leakage to a minimum—yet easy to put on or remove.
- **Extra Heavy gauge stainless steel.** 16 gauge on body and 16 gauge on covers gives greater durability and increased mold life.

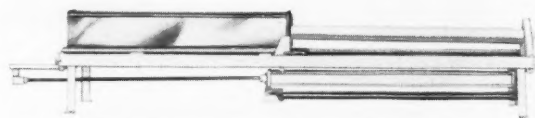
This new mold, despite its heavier construction, is still the easiest mold to handle. The 24" or 27" long mold gives you 2 ends instead of 6 to save time and labor in cleaning, handling and stuffing. Both ends open for quick removal of loaf.



STUFFING CARRIAGE

Stuffing Carriage is used in conjunction with the Pre-Slicing Mold to facilitate stuffing of mold — comes complete with horn.

In ordering these molds, ask for No. 424 EHD for 24" mold and 427 EHD for 27" mold, both heavy duty construction. Available: stainless steel pre-slicing molds with 18 gauge body and 16 gauge cover, with tapered wedge bars welded to body, for those who do not require the heavier construction.



AIR OPERATED MOLD UNLOADER

The Globe-Hoy air operated mold unloader saves wear and tear on loaf molds — no pounding of ends needed to free loaves — improves product appearance.

These and many other Globe-Hoy products are made to speed up Ham and Loaf production in your plant. All are available NOW! Send for new illustrated catalog today, showing sizes and prices.



The **GLOBE** *Company*

4000 S. PRINCETON AVENUE • CHICAGO 9, ILL.

Salesman, 84, Now Wears 50-Year Button on Rounds

Thomas Harland, 84-year-old world traveler and field and track devotee by hobby and commission meat salesman by vocation, has been awarded the 50-year industry service button by the American Meat Institute.

Presentation of the handsome gold emblem, symbolic of loyal contribution to the growth of the meat packing industry, was made on the behalf of the Institute by Charles H. Weiland, president of Weiland Packing Co., Inc., THOMAS HARLAND Phoenixville, Pa., with which Harland has been associated for 34 years.



Despite his age, Harland still works four days a week and walks approximately 35 miles in making his rounds of customer stores. Unlike many of the modern day salesmen who use mechanical transportation in calling on customers, Harland proudly relates that he has never used a horse-drawn carriage let alone an automobile in covering his route. "A lot of salesmen today ride by stores or markets that could be prospects for sales, while by walking I can call on every meatman in the block," he declared.

A native of Ireland, Harland first came to the United States as a youth of 22 in 1892 and started his business career in the office of the Browning-King & Co., clothiers of New York. He entered the meat packing industry in 1897 as a commission salesman for Rohe & Brothers of New York. Albert Rohe was one of the founders of the original American Meat Packers Association which later became the American Meat Institute.

Until joining the Weiland organization in 1920, Harland represented Rohe & Brothers and several other packing firms in Massachusetts, Rhode Island, Connecticut and Philadelphia. He made his home in Providence for 16 years until switching his center of operations to Philadelphia in 1910.

Harland's interest in world affairs was enhanced by six trips to Europe and a touring of British Columbia. As a result of his early interest in running as a youth, he has become an expert on times and performances in the sport of track and field. He has attended 43 consecutive Penn Relays.

PERSONALITIES

and Events

OF THE WEEK

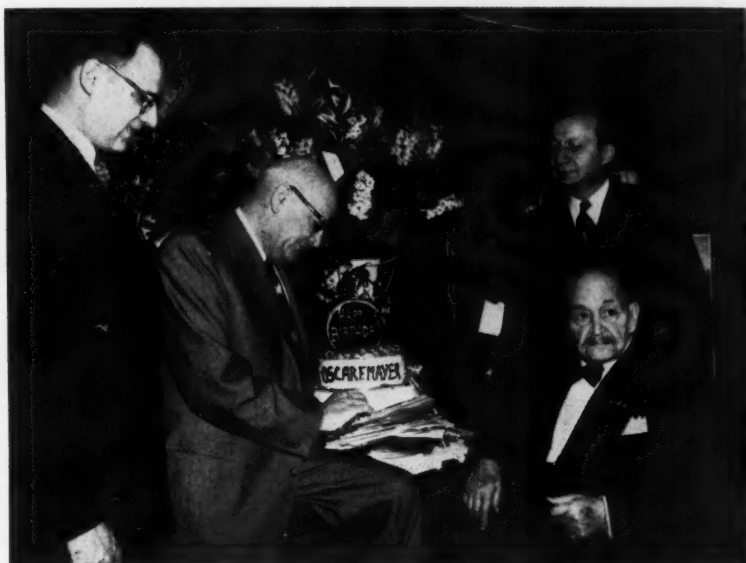
►Lloyd Needham, who began managing the Schroeder Packing Co., Glenwood, Iowa, in 1949 and remained when the plant was taken over by the Roth Packing Co., has resigned, effective May 1. Needham, in conjunction with some other men, will build a new packing plant in Sioux City.

►L. O. Green, assistant to the chairman of the board of directors of Wilson & Co., Inc., Chicago, will serve as a volunteer leader in the 1954 Crusade of the American Cancer Society, Illinois division. For the second consecutive year, he has accepted the co-chairmanship for Section "G," the food products section of Division "A," financial and mercantile, of the Trades and Industry Committee for the fund raising campaign. The section has a goal of \$22,000. Also ac-

tive in other civic affairs, Green is a member of the Skokie (Ill.) public library board of directors and chairman of the Citizens Advisory Committee of Skokie. He is past president of the Chicago Council of the Chicago Community Fund.

►R. W. Ritz, who has been serving as manager of all branch house operations of The Rath Packing Co., Waterloo, Iowa, has been appointed as assistant sales manager to W. W. Jennings, John A. Muth, Rath vice president, announced. Ritz has had wide experience in the Rath organization. He started as a salesman in 1928 and later served as assistant branch manager and also branch manager before becoming manager of all branch house operations.

►Three key employees of the industrial oil department of Swift & Company, Chicago, assumed new responsibilities recently, F. E. Lacey, manager, announced. Raymond W. Starmann, former assistant sales manager, now does market development work. Charles C. Caruso, former raw material buyer for the industrial oil



TELEGRAMS, CARDS, flowers and other greetings from all over the nation poured into the Chicago plant of Oscar Mayer & Co. Monday as Oscar F. Mayer, founder and chairman of the board, celebrated his 95th birthday at his favorite desk, as usual, amidst the bustle of activity in the plant salesroom. Helping to read congratulatory messages is Oscar G. Mayer (seated on desk), president of the company, and son of Oscar F. At left is Oscar G.'s second son, Harold M. Mayer, vice president and Chicago plant manager, while standing behind Oscar F. is his nephew, Carl G. Mayer, vice president of advertising and public relations, with headquarters in the Madison plant. Employees at all five company plants received free cake and ice cream as is customary on the birthday of the nation's oldest packer.

and soap departments at the Hammond Technical Products and Chicago plants, is the new assistant sales manager, and **John F. Deardorff**, former assistant head of the tallow sales department in Chicago, succeeds Caruso as buyer.

► **W. P. Christman**, president and general manager of the Green Bay Foundry & Machine Works, Green Bay, Wis., industry supplier, has become affiliated with a new model building firm as a sideline business. The firm specializes in scale models of industrial plants.

► **Mrs. Charlotte Korab**, 49, secretary-treasurer of Pasco Meat Products Co., Newark, N. J., died recently after a short illness. Her husband, **Henry Korab**, is president of the firm. Survivors also include triplet sons, **Henry, jr., Stanley and Richard**.

► **M. C. Boyd** again is operating his Levelland (Tex.) Packing Co., custom slaughterhouse, which had been leased for some time to **M. D. Collins**.

► **Milton J. Mackin**, well-known throughout packinghouse provision circles, now is associated with **Hess-Stephenson Co.**, Chicago brokers, in the provision department, effective April 1.

► A new \$250,000 plant is being constructed in Bangor, Me., by the **Star Beef Co.** on the site of the former yard office of the **Maine Central Railroad** on Railroad ave. The new two-story cement block building, expected to be completed in June, will be able

to double the volume of meat handled now, according to **John Korbritz**, president, and his brother, **Nathan**, secretary-treasurer of the firm. The Korbritz brothers established the company on Broad st. in 1937 and were just getting started when World War II came along. Their sister, **Sally**, kept the concern going while **Nathan**, now 35, served in the Pacific and **John**, now 37, was in charge of procurement for the QM office in Chicago. The firm employs 30 persons and did a \$3,500,000 business last year.

► **Hubert Rawlins**, 55, district auditor for Armour and Company in Augusta, Ga., died recently following an illness of several months. He served with the firm for 25 years and formerly was with the Jacksonville and Tampa (Fla.) offices.

► **Armand Belanger**, chief chemist at the Montreal plant of **Canada Packers, Ltd.**, for the past year, has been appointed supervisor of the pork division. His successor as chief chemist is **Ben Tryansky**, who previously was chief oil chemist.

► **Arthur (Zeke) Luft**, who for many years was a traveling representative in the East for the **Oppenheimer Casing Co.**, died of a heart attack recently. He is survived by his widow, **Estelle**; one son, **Willard**, and two grandchildren.

► **Evan W. Girtton**, general traffic manager for **Wilson & Co., Inc.**, Chicago, has been elected president of the **Traffic Club of Chicago**.

Canada Packers to Lease City Abattoir in St. John

Canada Packers, Ltd., will lease the Saint John, New Brunswick municipal abattoir for a 31-year term.

The company will pay insurance and pay off outstanding debentures amounting to about \$186,000. The company also plans to erect a processing plant costing at least \$200,000 on adjoining property which it purchased from the municipality about three years ago. The new building is to be completed within a year.

The abattoir was erected about ten years ago and was operated by a commission appointed by the municipal council. It has been operating at a loss since it was opened. **Canada Packers** will maintain the custom killing facilities.

BEG YOUR PARDON

The telephone number for the new plant of **Century Provision Co.**, 2332 Blue Island ave., Chicago, was listed incorrectly in this column last week due to a typographical error. The correct number is **CLiffside 4-2500**.

By an odd coincidence, last week's wrong number, **CLiffside 4-2300**, is the right number for the new and much expanded quarters of **Moriarty Meat Co.**, which has leased space in the **Miller & Hart, Inc.**, plant at 4600 Packers ave., Chicago. **Dan Moriarty** is owner of the meat processing firm, which formerly was located at 613 W. 47th st.



New Plant Bows at Open House

THE new \$500,000 plant of **Stock Yards Packing Co., Inc.**, at 340 N. Oakley blvd., Chicago, was exhibited to hotel chefs, meat buyers from restaurant and clubs, their families and other guests Sunday at an open house attended by more than 500.

Guests were conducted on guided tours ending in the meat purveyor's shipping room at a table loaded with delicacies, including many meats handled by the **Stock Yards** firm. That a good time was had by all is evident from the accompanying picture. **Bernard Pollack**, company president, is shown in upper left photo as he greets guest, **Mrs. Lou Gurnick**.

Buffet-style refreshments shown in upper right photo proved so tempting that boy in foreground seems to be having a hard time making his choice among the many dishes. Lower left photo shows **Stanley Katz** (left), vice president of the firm, and **Herman DeKoatz**, company meat buyer, at a display of primal cuts and frosted fabricated portion cuts.



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power bills
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Don't always blame the Power Company when your refrigeration operating costs begin to climb. First check the big savings advantages of Rubatex Insulation Hardboard. Its constant low heat conductivity assures positive temperature control and Rubatex installation requires as low as 53% as much power as other insulating materials to maintain low temperature. Real power savings? You bet it is!

PLUS

***CONDENSATION PREVENTION SAVINGS**—Zero moisture pick-up prevents surface and internal condensation—resists deterioration—prevents damage to machinery and food.

***SANITATION CONTROL SAVINGS**
Rot, vermin and termite proof—cannot breed or feed anything objectionable.

***LABOR AND MATERIAL SAVINGS**
May be installed just as received from factory—no water vapor barrier need be applied.

TYPICAL INSTALLATIONS

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Fruehauf Trailer Co.
Chicago, Ill. — Detroit, Mich.

Geo. A. Hormel & Co.
Austin, Minn.

Grumman Aircraft Engineering Corp.
Bethpage, L. I., N. Y.

The Liquid Carbonic Corp.
Chicago, Ill.

Avco Manufacturing Corp.
Cincinnati, O.

Food Fair Stores, Inc.
Philadelphia, Pa.

Write for our "Design Data Bulletin RBH-53", Dept. NP-4, Great American Industries, Inc., Rubatex Division, Bedford, Virginia.



RUBATEX

CLOSED CELLULAR RUBBER

The instrument that put electronics to work

Before electronics came into the picture, industrial instrumentation was caught in a squeeze. On one hand, it was besieged with demands by production men and engineers for higher sensitivity, faster speeds, and greater reliability. And on the other hand, it was hampered by the limitations of mechanical devices. For the instruments of fourteen years ago were merely mechanical imitations of a man watching a galvanometer needle and twiddling dials. They were too delicate . . . too sensitive to vibration . . . too easily led astray by wear or maladjustment. They just couldn't deliver the performance that new production methods required.

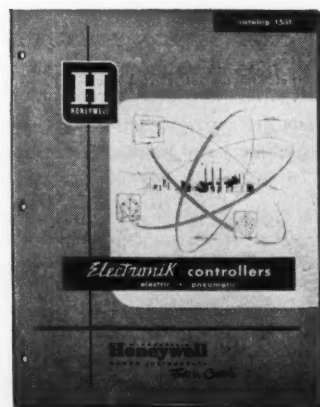
In 1940, however, came a major milestone in the progress of instrumentation—development of the *ElectroniK* potentiometer. This was not only a new kind of instrument. It was a new concept of measurement. For the first time, it applied the science of electronics in a practical way to the design of a measuring device for industry. It replaced complicated, fragile mechanical gadgets with a simple but sensitive electronic circuit and servo system . . . the "Continuous Balance" principle of measurement.

You could tell it was something new when you opened up the *ElectroniK* instrument's case. There was no sign of whirring gears, levers and cams. You could tell it was giving a new kind of performance in measurement, too, by the way the pointer would move swiftly and surely in one smooth sweep whenever the measured variable changed.

The *ElectroniK* instrument gained quick acceptance by production men, engineers, research technicians and maintenance men. They liked the way it provided laboratory accuracy and sensitivity, week after week, under the toughest industrial service conditions. They found that its speed and precision made possible improvements in product quality and process operation that had been unattainable before. And they have proved their confidence by ordering and re-ordering *ElectroniK* instruments by the thousands . . . not solely because it was first of its kind, but because it has continued to be the best in performance.

Smokehouse temperatures centralized for simpler

Interested in control? Send for Catalog 1531 for a complete description of the many *ElectroniK* Controllers, with electric and pneumatic systems applicable to an unlimited variety of process operations.





supervision... *better fire protection*

MODERN INSTRUMENTATION does double duty for the smokehouses of John J. Felin & Company, Inc., Philadelphia meat packer. The *ElectroniK* multi-point temperature recorder shown in the illustration above serves principally as a precise and dependable means of warning against fire hazards. It measures temperatures in each of six smokehouses . . . and if any should exceed a specified safe limit, the instrument automatically sets off an alarm to notify plant personnel.

At the same time, this centrally located instrument greatly simplifies the problem of supervising smokehouse temperatures. Removed from the hot, smokehouse area, the instrument prints a comprehensive log of exactly what is happening to critical temperatures. Because the thermocouple sensing elements can transmit over wires without sacrifice of accuracy,

the instrument can be spotted wherever most convenient for plant operators. The time and trouble of touring around the plant to check temperatures are greatly reduced.

Improving plant safety and reducing labor requirements are only two of the many ways that Brown instruments help meat packers. Through more accurate automatic measurement and control, they are pointing the way toward improvements in product quality . . . greater efficiency of production . . . elimination of spoilage. Your nearby Honeywell sales engineer will be glad to discuss ways that modern instrumentation can be put to work in your own plant. Call him today . . . he's as near as your phone. MINNEAPOLIS-HONEYWELL REGULATOR Co., *Industrial Division*, Wayne and Windrim Avenues, Philadelphia 44, Pa.

● REFERENCE DATA: Write for Catalog 1521, "*ElectroniK* Recorders". Also for Bulletin 4100, "Instrumentation For The Meat Industry".



MINNEAPOLIS
Honeywell
BROWN INSTRUMENTS

First in Controls

FLASHES ON SUPPLIERS

MILPRINT, INC.: Harry Jones has been appointed district sales manager of the Chicago office, it was announced by Lester Zimmerman, vice president in charge of midwestern operations. In conjunction with building a larger Chicago sales force, Arthur Meyers has been named assistant to Jones. Several new representatives have been added to the Chicago sales staff and increased office space taken.

FEARN FOODS INC.: Mois J. Sintov, director of research of this Franklin Park, (Ill.) firm, has announced the appointment of Dr. Benjamin Borenstein to the research staff. Dr. Borenstein recently received a Ph.D. degree in food technology from Rutgers University.

AC'CENT INTERNATIONAL: Purchase of a modern packaging plant in Chicago at 4701 W. Iowa st., with a production potential of 280,000 packages of Ac'cent seasoning a day, has been announced by J. R. T. Bishop, vice president of this division of International Minerals & Chemical Corp. Acquisition of the one-story, 22,000-sq. ft. building marks the first time that all packaging operations will be

handled by Ac'cent in its own plant.

HEEKIN CAN COMPANY: Albert E. Heekin, Jr., grandson of the founder



A. E. HEEKIN, JR.

of this Cincinnati firm, has been elected president of the company, the fifth Heekin to hold that office. Daniel M. Heekin, who has just retired as president, is one of the best-known men in the canning industry, having served for three years as president of the Can Manufacturers Institute during the trying days of World War II. Albert Heekin entered the Heekin firm in 1950 as assistant to the president. Earlier he had practiced law for five years in New York. He is active in industrial and commercial affairs and is a director of the Can Manufacturers Institute and other organizations.

SANDVIK STEEL BELT CONVEYORS: This division of Sandvik Steel, Inc., New York City, has announced the opening of new sales offices in Chicago at 230 N. Michigan ave., under the direction of Arve Larsson.

Reducing Labor Turnover

(Continued from page 25)

former employers by telephone. His work schedule and the incidence of turnover from these causes will dictate the wisdom of incorporating this precaution in a plant's hiring program.

Meat packers break down complex operations into a longer series of more simple jobs. In view of the fact that the young people of today are better educated than the workers of 20 years ago, this may explain why it is so hard for them to settle down to carry out these simple operations. The problem may be eased by having them learn to carry out several operations and paying them more as their versatility increases. Another solution may lie in not setting educational standards too high, except where it is clearly shown that a job calls for a high degree of mental alertness or initiative to cope with operational difficulties.

One firm faced with a large turnover among employees with more than one year's service, reviewed the rates of those remaining who had not received merit raises, apart from cost-of-living increases, for two years or more. Small hourly increases were granted and the turnover stopped. This pointed out the wisdom of having such a plan in operation before another exodus could take place. A wise application of administration would be to review the performance of all employees and award increases to those who rank high. Those who fail to qualify should be notified of their weaknesses and only awarded increases when they have shown reasonable improvement. The presence of such a plan should satisfy workers interested in their future and thus keep them on the payroll.

Next we turn to the method of introducing the worker to his foreman and to the job. They first meet in the personnel department after not too long a waiting period. Next, they visit the department and should observe the principal operations carried out there. This gives the foreman a chance to tell about the most interesting and the most difficult aspects of the job. He can advise the prospective worker of any special clothing, knives, or other equipment he should get before starting to work. The foreman has the chance to notice whether the worker understands him and seems to meet his specifications for the assignment. The foreman gives his information in a friendly, straightforward way, encouraging the newcomer to join the team and pitch into the work. The new employee can decide then whether he wants to work or not, and should make his choice at this point rather than later. If he leaves later another replacement must be found and trained.

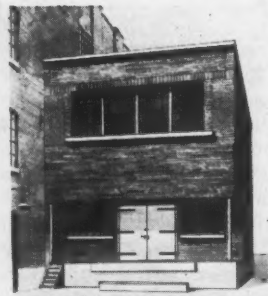
When the whistle blows and the worker starts, the method of training will largely determine how quickly he reaches a suitable level of efficiency. If several workers join a department at the same time, the foreman's problem

GRIFFITH LABORATORIES, LIMITED is in 1954 celebrating its 25th year of service to the food processors of Canada. Incorporated May 14, 1929, the company started manufacturing seasonings in small rented quarters in Toronto. The business has grown steadily until today the company operates three manufacturing plants in Canada (see photo).

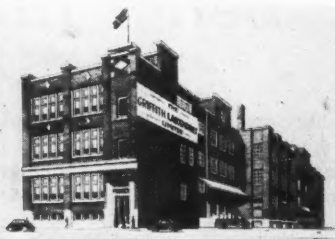
Prague Powder, Griffith's fused-crystal meat cure, is manufactured at the Scarboro plant, where the company also operates Canada's



CANNINGTON



SPICE EXTRACTION - TORONTO



TORONTO



SCARBORO

largest spice grinding plant. The head office at 109 George st., Toronto, also houses Griffith's exclusive Sterilization process for spices, cereals, pharmaceuticals, etc., other departments, and quality control and research laboratories. At Cannington, Griffith manufacturers processed cereals for canners and biscuit-type sausage cereals, Biscrum and Krispo.

Managing director of the company, L. G. Rector and vice president, Maurice Rector have been with the company since its beginning. F. W. Griffith of Newark, N.J., is president.



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Mr. Walter C. Hansen, as
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CURING COMPOUNDS & BINDERS will provide valuable serv-
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NEW! POWERFUL!

20,000 POUNDS OF MEAT PER HOUR!



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68M
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Unquestionably...
**THE BEST MACHINE
ON THE MARKET!**

1. Superior Quality Meat
2. Minimum Disturbance
3. Bridging Impossible
4. Uses Less Power

Write today for the name of your
nearest distributor and complete de-
tails about this amazing machine!

**There's A Famous Enterprise
Chopper to Meet
Every Processing Need!**

DEMAND THE BEST! YOU'LL GET IT
IN EVERY ENTERPRISE PRODUCT!

Ask us about a demonstration IN YOUR OWN PLANT!

The ENTERPRISE MFG. CO. of PA. Philadelphia 33, Pa.

of training them appears to grow bigger. *It will be bigger* in those plants that still haven't given the 4-step "job instruction training" to key workers in the various departments, or who haven't kept key men alert to the simple, but effective measures of this war-time program.

For executives who haven't had an opportunity to observe the "J" Method, it is presented to foremen and key workers in the following sequence.

They are trained to:

- Have a training timetable.
- Have a breakdown of the job, listing the steps and key points.
- Have the right equipment, materials and supplies on hand.
- Have the work place properly arranged.

Then they carry out the following training steps:

- Prepare the worker.
- Present the operation to him.
- Let him try out the operation.
- Follow up.

Where a sufficient number of key workers have received this training, a department's staff can be doubled or tripled and still produce at satisfactory levels within two weeks. This surprisingly high peak of efficiency can be guaranteed throughout the year if someone, if possible from outside the department, questions the trainers to make sure they have remembered the principles.

Several new workers can be asked if they were trained according to the plan.

Their answers will show if the "J" Method is being used and that the firm is gaining from its use at all times. A uniform training method is important to a new worker. He may have to ask several fellow employees for work information and, if they give him different kinds of training, he'll be confused and held back from reaching peak efficiency. If he feels very much confused, he'll quit the place out of frustration, adding to turnover.

NIMPA to Elect Officers April 23 in Chicago

The annual meeting of the National Independent Meat Packers Association for the election of officers and directors will be held at the Palmer House, Chicago, at 10 a.m. Friday, April 23, T. H. Broecker, president, announced this week.

Broecker emphasized that this meeting is not to be confused with the big NIMPA convention and meeting set for June 13, 14, 15 and 16 at the Palmer House.

Financial Notes

The board of directors of John Morrell & Co., Ottumwa, Iowa, at a meeting held March 25 in Ottumwa declared a dividend of 12½¢ a share on its common stock, payable April 30, 1954, to stockholders of record at the close of business April 9, 1954.

Discriminatory Bills Pending in Two States

Two bills that threaten unwarranted interference by states, according to industry spokesmen, in the private financial arrangements of meat packers are pending in the state legislatures of Kentucky and Mississippi.

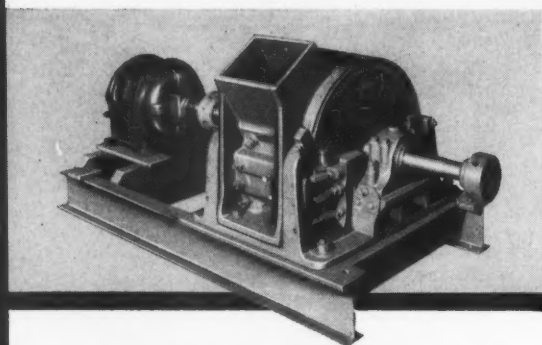
Kentucky House Bill No. 452 would require packers to post bonds to insure payment for livestock purchased. In connection with proposals to amend the Packers and Stockyards Act to include such a provision on a national scale, industry representatives pointed out that the packing industry has an excellent record for meeting its financial obligations and there is no reason why such steps should be taken to protect any particular group against financial loss.

Mississippi House Bill No. 710 would make all persons engaged in the business of curing meats and meat products subject to certain taxing provisions of the state law and would require the posting by them of a \$2,000 bond.

City Inspection Fees

The City Council in Columbus, Ohio, has directed the board of health to prepare an ordinance setting up city meat inspection fees to be paid by packers rather than from the general fund.

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79



More "carne" flavor for chili con carne

"Carne" in "chili con carne" means *meat* . . . and Huron HVP means added good meat flavor! Only 6 oz. of Huron HVP per 100 pounds greatly increases the appetite appeal of your brand of canned, frozen or brick chili . . . and strengthens your sales position as well. Huron's Technical Service will gladly help you with formulas and samples. The Huron Milling Company, 9 Park Place, New York 7, N. Y.

HURON HVP

HYDROLYZED VEGETABLE PROTEINS

The flavor of meat from wheat

The National Provisioner—April 3, 1954

February Meat Food Processing Below Last Year; Rise in Sausage Products

INSPECTED meat processing volume for February, while showing a total slightly smaller than the corresponding four weeks of 1953, was larger than last year for certain classifications of foods

containing meat, according to a U. S. Department of Agriculture report. Meat food processors under federal inspection prepared and processed a total of 1,116,954,000 lbs. of product compared

with 1,202,977,000 lbs. in the corresponding period last year.

The amounts of pork cured and smoked were down sharply from a year earlier, the accompanying table shows.

Preparation of sausage room products increased moderately to a total of 126,715,000 lbs. from 117,554,000 lbs. prepared and processed last year. Gains were made in frankfurters and other smoked or cooked sausage products.

Preparation of steaks, chops and roasts, part of which presumably was pork, dropped a trifle to 47,717,000 lbs. against 48,614,000 lbs. turned out in the four weeks of February, last year.

Processors sliced a total of 50,132,000 lbs. of bacon in February compared with 56,656,000 lbs. in the same period of last year. The volume of meat ground into hamburger increased to 13,225,000 lbs. from 10,648,000 lbs. last year.

Lard rendering was down sharply at 122,380,000 lbs. as against 150,129,000 lbs. last year. Preparation of edible tallow rose sharply from a year ago.

Canning operations of meat and meat food products, total volume showed an

MEAT AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION — JANUARY 31, 1954 THROUGH FEBRUARY 27, 1954 COMPARED WITH CORRESPONDING PERIOD, FEBRUARY 1, 1953 THROUGH FEBRUARY 28, 1953

	Jan. 31-Feb. 27, 1954	Feb. 1-Feb. 28, 1953	8 Weeks 1954	8 Weeks 1953
Placed in cure—				
Beef	11,960,000	8,483,000	25,668,000	17,491,000
Pork	207,499,000	250,306,000	463,917,000	552,386,000
Other	120,000	89,000	227,000	242,000
Smoked and/or dried—				
Beef	4,247,000	3,558,000	9,804,000	8,324,000
Pork	144,746,000	165,695,000	301,144,000	349,894,000
Cooked meat—				
Beef	5,227,000	5,313,000	10,672,000	10,721,000
Pork	16,903,000	20,519,000	35,118,000	46,379,000
Other	212,000	334,000	425,000	538,000
Sausage—				
Fresh finished	16,690,000	17,103,000	36,615,000	37,418,000
To be dried or semi-dried	10,116,000	9,073,000	20,502,000	19,105,000
Frankfurters, wieners	39,367,000	35,788,000	80,284,000	73,643,000
Other, smoked or cooked	45,076,000	41,649,000	90,894,000	87,107,000
Total sausage	111,749,000	103,593,000	228,295,000	217,273,000
Loaf, head cheese, chili, jellied products	14,966,000	13,961,000	31,231,000	28,687,000
Steaks, chops, roasts	47,717,000	48,614,000	101,342,000	102,556,000
Bouillon cubes, extract	391,000	260,000	655,000	601,000
Sliced, bacon	50,132,000	56,656,000	105,832,000	120,038,000
Sliced, other	6,494,000	4,464,000	12,859,000	8,722,000
Hamburger	13,225,000	10,648,000	30,672,000	19,905,000
Miscellaneous meat product	3,919,000	3,384,000	7,476,000	6,465,000
Lard, rendered	122,380,000	150,129,000	273,497,000	356,292,000
Oil, stock	9,009,000	8,161,000	18,795,000	17,278,000
Edible tallow	10,653,000	7,344,000	21,671,000	14,038,000
Rendered pork fat—				
Rendered	6,487,000	7,670,000	14,124,000	17,775,000
Refined	4,410,000	5,592,000	8,938,000	11,547,000
Compound containing animal fat	28,235,000	29,064,000	57,473,000	59,733,000
Oleomargarine containing animal fat	2,172,000	2,512,000	5,202,000	5,010,000
Canned product (for civilian use and Dept. of Defense)	198,054,000	183,307,000	370,397,000	371,508,000
†Totals	1,116,954,000	1,202,977,000	2,334,450,000	2,586,079,000

†This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

HIGHER PORK PRICES REDUCE MINUS VALUES ON HOGS

(Chicago costs and credits, first two days of the week)

Rising costs were the rule in the pork and hog trades the past week. Higher prices on pork reached around to most cuts, thus increasing returns to packers at a faster rate than they were obliged to pay for live animals and higher handling costs.

This test is computed for illustrative purposes only. Each packer should figure his own test using actual costs, credits, yields and realizations. The values reported here are based on the available Chicago market figures for the first two days of the week.

—180-220 lbs.—					—220-240 lbs.—					—240-270 lbs.—				
Pct.	Price	Value			Pct.	Price	Value			Pct.	Price	Value		
live		per	per		live		per	per		live		per	per	
wt.	lb.	cwt.	lb.	yield	wt.	lb.	cwt.	lb.	yield	wt.	lb.	cwt.	lb.	yield
Skinned hams	12.7	57.8	\$ 7.34	\$10.57	12.7	55.8	\$ 7.09	\$ 9.93	13.0	54.8	\$ 7.13	\$10.03		
Picnics	5.7	34.8	1.98	2.81	5.6	34.3	1.92	2.67	5.4	33.8	1.84	2.60		
Boston butts	4.2	45.5	1.91	2.77	4.1	42.6	1.75	2.46	4.1	42.6	1.75	2.47		
Loins (blade in)	10.1	51.1	5.16	7.47	9.8	50.4	4.94	7.00	9.6	49.4	4.75	6.76		
			\$16.39	\$23.62			\$15.70	\$22.00			\$15.47	\$21.86		
Bellies, S. P.	11.0	52.3	5.75	8.26	9.5	51.9	4.93	7.01	4.0	51.2	2.06	2.91		
Bellies, D. S.					2.1	33.7	.71	1.01	8.6	33.7	2.91	3.97		
Fat backs					3.2	13.5	.43	.61	4.6	14.2	.65	.89		
Jowls	2.7	23.5	.40	.59	1.7	23.5	.40	.59	1.9	23.5	.45	.63		
Raw leaf	2.3	18.4	.42	.59	2.2	18.4	.40	.57	2.2	18.4	.40	.57		
P. S. lard, rend. wt.14.0	18.0	2.68	3.87	13.4	18.0	2.41	3.38	11.6	18.0	2.09	2.86			
			\$ 9.25	\$13.31			\$ 9.28	\$13.17			\$ 8.56	\$11.83		
Spareribs	1.6	44.6	.71	1.03	1.6	36.6	.62	.89	1.6	26.6	.43	.59		
Regular trimmings	3.3	26.0	.86	1.22	3.1	26.0	.81	1.09	2.9	26.0	.75	1.07		
Feet, tails, etc.	2.0		.28	.41	2.0		.28	.40	2.0		.28	.40		
Offal & misc.			.80	1.15			.80	1.13			.80	1.12		
TOTAL YIELD														
& VALUE	69.5	\$28.29	\$40.74	71.0	\$27.49	\$38.74	71.5	\$26.29	\$36.87					
Cost of hogs		Per cwt.		Per cwt.		Per cwt.		Per cwt.		Per cwt.		Per cwt.		
Condemnation loss			.13	.13			.13	.13				.13	.13	
Handling and overhead			1.87	1.65			1.65	1.51				1.51	1.37	
TOTAL COST PER CWT		28.67	\$41.25	28.78	\$40.53	28.48	\$39.83							
TOTAL VALUE		28.29	40.74	27.49	38.74	26.29	36.87							
Cutting margin		\$.38	\$.51	\$.19	\$.26	\$.21	\$.28							
Margin last week		1.39	2.02	1.62	2.86	2.87	3.93							

MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FOUR-WEEK PERIOD JAN. 31 THROUGH FEB. 27, 1954

	Pounds of finished product	Slicing and institutional sizes (3 lbs. or over)	Consumer packages or shelf sizes (under 3 lbs.)
Luncheon meat	13,944,000	12,683,000	
Canned ham	18,713,000	356,000	
Corned beef hash	190,000	6,450,000	
Chili con carne	571,000	11,855,000	
Viennas	136,000	4,530,000	
Frankfurters, wieners in brine	3,000	701,000	
Deviled ham		809,000	
Other pot pie or deviled meat food products		3,633,000	
Tamales	190,000	2,107,000	
Sliced dried beef	28,000	345,000	
Liver product		95,000	
Meat stew (all products)	234,000	9,676,000	
Spaghetti meat products	156,000	5,968,000	
Tongue (other than pickled)	100,000	333,000	
Vinegar pickled products	760,000	1,313,000	
Bulk sausage		688,000	
Hamburger, roasted or cured beef, meat and gravy	53,000	17,210,000	
Soups	1,720,000	48,069,000	
Sausage in oil	241,000	256,000	
Tripe	2,000	633,000	
Brains		374,000	
Bacon	44,000	117,000	
All other meat with meat and/or meat by-products—20% or more	193,000	8,901,000	
Less than 20%	315,000	14,635,000	
Totals	37,564,000	152,031,000	

increased tendency for product to come out in the small consumer packages of less than 3 lbs. in weight, compared with the larger 3 lbs. and over sizes. February large to small-can production was 37,564,000 and 152,031,000 lbs. respectively as against 43,620,000 and 134,986,000 lbs. last year. Canning of luncheon meat in the small cans increased sharply in February, while the volume put out in the larger containers was down from last year.

Take an interesting few minutes trip Up and Down the Meat Trail.

Meat Output Declines as Hog Slaughter Drops To Lowest In Seven Months

PRODUCTION of meat under federal inspection for the week ended March 27 declined after the previous week's slight rise and exceeded output for the corresponding 1953 period by only a small margin, according to

ering of hogs dropped to the lowest for any non-holiday period since last September. Slaughter of calves was down somewhat and butchering of sheep and lambs topped the previous week, but showed a sharp drop from

at 150,000 head for a small decrease from the 151,000 killed the week before, but ranged about 20 per cent more than the 125,000 killed in the same 1953 week. Output of veal amounted to 15,600,000 lbs. compared with 15,900,000 lbs. produced the previous week and 12,900,000 lbs. a year earlier.

Hog slaughter, at 940,000 animals, was a 6 per cent drop from 1,002,000 killed the week before and 18 per cent less than the 1,140,000 slaughtered a year ago. Production of pork totaled 128,600,000 lbs. as against 133,800,000 lbs. the previous week and 148,000,000 lbs. last year. Lard output was placed at 31,000,000 lbs. for a moderate dip from 33,100,000 lbs. turned out the week before and 38,800,000 lbs. a year ago.

Slaughter of sheep and lambs for the week numbered 243,000 head compared with 238,000 the week before and 278,000 last year. Production of lamb and mutton amounted to 11,900,000 lbs. as against 11,700,000 lbs. the previous week and 13,600,000 lbs. a year earlier.

ESTIMATED FEDERALLY INSPECTED SLAUGHTER AND MEAT PRODUCTION

Week ended March 27, 1954, with comparisons

	Beef		Veal		Pork (excl. lard)		Lamb and Mutton		Total Meat Prod.
	Number	Prod.	Number	Prod.	Number	Prod.	Number	Prod.	
Mar. 27, 1954	330	176.6	150	15.6	940	128.6	243	11.9	333
Mar. 20, 1954	326	176.4	151	15.9	1,002	133.8	238	11.7	338
Mar. 28, 1953	280	157.0	125	12.9	1,140	148.0	278	13.6	352

AVERAGE WEIGHTS (LBS.)

Week Ended	Cattle		Calves		Hogs		Sheep and Lambs		LARD Per 100 lbs.	PROD. mil. lbs.
	Live	Dressed	Live	Dressed	Live	Dressed	Live	Dressed		
Mar. 27, 1954	980	535	185	104	238	137	103	49	13.9	31.0
Mar. 20, 1954	990	541	190	105	238	134	103	49	13.9	33.1
Mar. 28, 1953	998	561	179	103	228	130	103	49	14.9	38.8

a U. S. Department of Agriculture report. Total output was estimated at 333,000,000 lbs., or 2 per cent less than the 338,000,000 lbs. turned out the week before and only a trifle more than the 332,000,000 lbs. produced in the same week of last year.

Slaughter of cattle and output of beef came up slightly, exceeding last year's kill by 18 per cent, while butch-

the same week of 1953.

Cattle slaughter numbered 330,000 head as against 326,000 the preceding week, but had a good edge over the 280,000 butchered in the like period last year. Production of beef totaled 128,600,000 lbs. compared with 128,600,000 lbs. the week before and 157,000,000 lbs. last year.

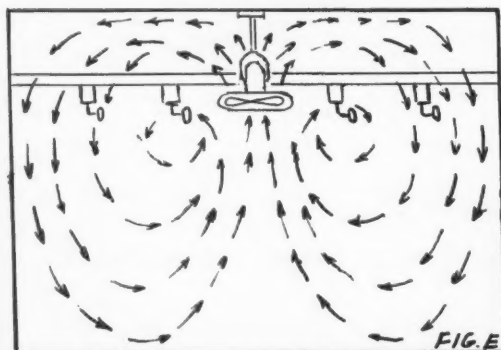
Slaughter of calves was estimated

CHICAGO PROV. SHIPMENTS

Provision shipments by rail, in the week ended Mar. 27, with comparisons:

	Week Mar. 27	Previous Week	Cor. Week 1953
Cured meats, pounds	13,612,000	10,450,000	6,012,000
Fresh meats, pounds	31,895,000	23,561,000	24,065,000
Lard pounds	2,814,000	2,968,000	5,596,000

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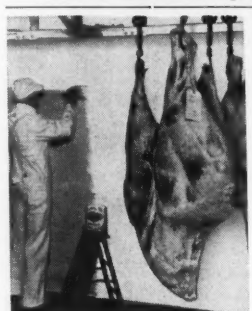


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MEAT and SUPPLIES PRICES

CHICAGO

WHOLESALE FRESH MEATS

CARCASS BEEF

Native steers	Mar. 30, 1954
Prime, 600/700	42
Choice, 500/700	37 1/2
Choice, 700/800	37
Good, 700/800	34 1/2 @ 35
Commercial cows	24 1/2 @ 25
Can. & cut. cows	22 1/2
Bulls	26

STEER BEEF CUTS

Prime:	
Hindquarter	53.0 @ 55.0
Forequarter	33.0 @ 35.0
Round	44.0 @ 46.0
Trimmed full loin	86.0 @ 92.0
Regular chuck	33.0 @ 36.0
Fore Shank	16.0 @ 18.0
Brisket	33.0 @ 35.0
Rib	60.0 @ 64.0
Short plate	13.0 @ 15.5
Flanks (rough)	13.0 @ 15.5
Choice:	
Hindquarter	43.0 @ 45.0
Forequarter	30.0 @ 33.0
Round	44.0 @ 46.0
Trimmed full loin	55.0 @ 62.0
Regular chuck	33.0 @ 36.0
Fore Shank	16.0 @ 18.0
Brisket	32.0 @ 35.0
Rib	43.0 @ 47.0
Short plate	13.0 @ 15.5
Flanks (rough)	13.0 @ 15.5
Good:	
Round	40.0 @ 42.0
Regular chuck	33.0 @ 35.0
Brisket	33.0 @ 35.0
Rib	39.0 @ 42.0
Loins	48.0 @ 52.0

COW & BULL TENDERLOINS	
3/dn. range cows	50
3/4 range cows	58
4/5 range cows	63
5/up range cows	75 @ 80
Bulls, 5/up	75 @ 80

BEEF HAM SETS

Kneekles	43
Insides	43
Outsides	41

BEEF PRODUCTS

Tongues, No. 1	29 @ 30
Hearts, regular	15 @ 16
Livers, selected	30 @ 31
Livers, regular	22 @ 23
Tripe, scalded	6 1/2 @ 7
Tripe, cooked	9 1/2 @ 10
Lips, scalded	7 1/2
Lips, unsalted	8
Lungs	7 1/2
Melts	4 1/2 @ 5
Udders	4 1/2 @ 5

FANCY MEATS

(l.c.l. prices)

Beef tongues, corned	33 @ 38
Veal breads, under 12 oz.	42 @ 44
12 oz. up	88 @ 93
Calf tongues, 1/4 lb.	23 @ 26
Ox tails, under 3/4 lb.	12 @ 15
Over 3/4 lb.	16 @ 18

WHOLESALE SMOKED MEATS

Hams, skinned, 14/16 lbs.	58 @ 65 1/2
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped	61 @ 68
Hams, skinned, 16/18 lbs., wrapped	57 @ 65
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped	60 @ 67
Bacon, fancy, trimmed, bris-	
ket off, 8/10 lbs., wrapped	65 @ 69
Bacon, fancy square cut, less	
12/14 1/2 lbs., wrapped	63 @ 65
Bacon, No. 1 sliced, 1-lb.	
open-faced layers	73 @ 75

VEAL—SKIN OFF

Carcass

(l.c.l. prices)

Prime, 80/110	\$44.00 @ 45.00
Prime, 110/150	43.00 @ 44.00
Choice, 80/110	37.00 @ 41.00
Choice, 110/150	36.00 @ 39.00
Good, 50/80	32.00 @ 34.00
Good, 80/110	35.00 @ 37.00
Good, 110/150	34.00 @ 36.00
Commercial, all wts.	25.00 @ 31.00

CARCASS MUTTON

(l.c.l. prices)

Choice, 70/down	19 @ 20
Good, 70/down	18 @ 19

CARCASS LAMB

(l.c.l. prices)

Prime, 40/50	49 @ 51
Prime, 50/60	48 @ 50
Choice, 40/50	48 @ 50
Choice, 50/60	44 @ 46
Good, 40/50	44 @ 46

SAUSAGE MATERIALS—FRESH

Pork trim., reg. 40% bbls.	28
Pork trim., guar. 50% lean, bbls.	33 @ 33 1/2
Pork trim., 80% lean, bbls.	39 @ 50
Pork trim., 95% lean, bbls.	57
Pork cheek meat, trmd., bbls.	40
Pork head meat	27 1/2
C.C. cow meat, bbls.	31 1/2 @ 32
Bull meat, bon's, bbls.	34 1/2 @ 35
Beef trimmings, 75/85, bbls.	23 1/2
Beef trimmings, 85/90% bbls.	26
Bon's chucks, bbls.	31 1/2 @ 32
Beef, cheek meat, trmd., bbls.	22 1/2
Beef head meat, bbls.	17 1/2
Shank meat, bbls.	33 1/2
Veal trim., bon's, bbls.	30

FRESH PORK AND PORK PRODUCTS

(l.c.l. prices)

Hams, skinned, 10/14	59 @ 60
Hams, skinned, 14/16	56 @ 56 1/2
Hams, regular, 12/down, 10s	55 @ 56
Pork loin, boneless, 100's	78
Shoulders, under 16 lbs., 100s	42
Picnics, 4/6 lbs., loose	36 1/2 @ 37
Picnics, 6/8 lbs., loose	36
Pork livers, regular	10 @ 19 1/2
Boston butts, 4/8 lbs.	48
Tenderloins, fresh, 10s	80 @ 82
Neck bones, bbls.	16 @ 17
Brains, 10s	16
Ears, 30's	18
Snouts, lean in, 100's	14 1/2 @ 15 1/2
Feet, s.c., 30's	12 @ 13

SAUSAGE CASINGS

(l.c.l. prices quoted to manufacturers of sausage)

Beef casings:	
Domestic rounds, 1 1/2 to 1 1/2 in.	55 @ 65
Domestic rounds, over 1 1/2 in., 140 pack	80 @ 1.10
Export rounds, wide, over 1 1/2 in.	1.40 @ 1.65
Export rounds, medium, 1 1/2 @ 1 1/2 in.	85 @ 1.05
Export rounds, narrow, 1 1/2 in. under	1.00 @ 1.25
No. 1 weas., 24 in. up	12 @ 14
No. 1 weas., 22 in. up	9 @ 12
No. 2 weasands	7 @ 10
Middles, sew., 1 1/2 in.	90 @ 1.25
Middles, select, wide, 2 @ 2 1/2 in.	1.35 @ 1.60
Middles, extra select, 2 1/2 @ 2 1/2 in.	2.00 @ 2.25
Middles, extra select, 2 1/2 in. & up	2.75 @ 3.50
Beef bungs, exp., No. 1	23 @ 29
Beef bungs, domestic	18 @ 24
Dried or salt, bladders, piece:	
8-10 in. wide, flat	7 @ 10
10-12 in. wide, flat	10 @ 13
12-15 in. wide, flat	18 @ 24
Pork Casings:	
Extra narrow, 29 mm. & dn.	4.00 @ 4.25
Narrow, mediums, 29 @ 32 mm.	3.25 @ 4.15
Medium, 32 @ 35 mm.	2.75 @ 3.25
Spec. med., 35 @ 38 mm.	2.00 @ 2.40
Export bungs, 34 in. cut	42 @ 45
Large prime bungs, 34 in. cut	25 @ 35
Medium prime bungs, 34 in. cut	23 @ 27
Small prime bungs, 12 @ 18	
Middles, 1 per set, cap. off.	50 @ 70
Sheep cas. (per hank):	
25/28 mm.	3.55 @ 4.00
24/26 mm.	4.00 @ 4.50
22/24 mm.	4.00 @ 4.35
20/22 mm.	3.00 @ 3.25
18/20 mm.	1.75 @ 2.25
16/18 mm.	1.25 @ 1.45

Extra narrow, 29 mm. & dn.	4.00 @ 4.25
Narrow, mediums, 29 @ 32 mm.	3.25 @ 4.15
Medium, 32 @ 35 mm.	2.75 @ 3.25
Spec. med., 35 @ 38 mm.	2.00 @ 2.40
Export bungs, 34 in. cut	42 @ 45
Large prime bungs, 34 in. cut	25 @ 35
Medium prime bungs, 34 in. cut	23 @ 27
Small prime bungs, 12 @ 18	
Middles, 1 per set, cap. off.	50 @ 70
Sheep cas. (per hank):	
25/28 mm.	3.55 @ 4.00
24/26 mm.	4.00 @ 4.50
22/24 mm.	4.00 @ 4.35
20/22 mm.	3.00 @ 3.25
18/20 mm.	1.75 @ 2.25
16/18 mm.	1.25 @ 1.45

DRY SAUSAGE

(l.c.l. prices)

Cervelat, ch. hog bungs	91 @ 93
Thuringer	43 @ 45
Farmer	74 @ 76
Holsteiner	75 @ 77
B. C. Salami	85 @ 85
Genoa style salami, ch.	99 @ 1.02

B & D's packer-approved line-up of cost-cutting machines . . . designed and built to process **YOUR** meats faster, better, at less cost!

- Combination Rumpbone Saw & Carcass Splitter
- Beef Breast Bone Opener
- Primal Cut Saw
- Cattle Dehorning Saw
- Beef Scribe Saw
- Beef Rib Blocker
- Ham Marking Saw
- Pork Scribe Saw
- Hog Carcass Splitter
- Hog Backbone Marker
- Utility Saw

Always Invest in the Best . . . Buy Only B & D Machines



Ask the Packer . . . Who Owns One!

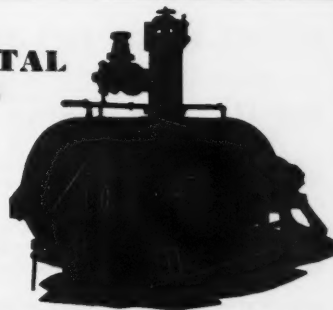
BEST & DONOVAN

332 S. Michigan Ave., Chicago 4, Ill.

FRENCH HORIZONTAL MELTERS

Are
Sturdily
Built.

Cook Quickly
Efficiently.



THE FRENCH OIL MILL MACHINERY CO.
PIQUA, OHIO

CUT COSTS—
KEEP QUALITY HIGH WITH

Tietolin

THE PERFECT ALBUMIN BINDER

FIRST SPICE Mixing Company, Inc.

19 VESTRY ST., NEW YORK 13 WORTH 4-5682 • 98 TYCOS DR., TORONTO, CANADA RUssel 1-0751

**Give your canned meat
Extra Sales Winning Flavor**

**for just a fraction
of a cent per
pound!**

Only 2 Ounces
of ZEST Ends
Flavor-Fading in Every
100 Pounds of Canned Meat!

Gain a major sales advantage by packing extra flavor into every can of your meat products with ZEST, Staley's miracle seasoning. Pure crystals of Monosodium Glutamate wake up taste buds to magnified fresh, natural meat flavor.

Zest adds no flavor, color, or aroma of its own... only brings out those desirable flavors already present. Low cost ZEST works taste magic... just add it to other spices. Order ZEST from your supplier or write us direct.



Staley's 99% Pure
Monosodium Glutamate



A. E. STALEY MFG. CO.
Decatur, Illinois

SAUSAGE-MEAT LOAVES - SPECIALTIES

taste better and sell better when fortified with

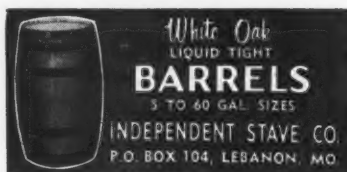
Garlic and Onion Juices!

These standard strength Liquid Seasonings provide a "Flavor Control" that peeps up your products, cuts costs and boosts your profits. Uniform, full-bodied natural flavor is yours the year around by simply adding these potent juices to your present formulas. Go after sales with easy-to-use Liquid Garlic and Onion!

VEGETABLE JUICES, INC.

664-666 W. Hubbard St.

Chicago 10, Illinois



"Partridge" Hickory Smoked!

SINCE-1876

HAMS & BACON

THE H. H. MEYER PACKING CO., CINCINNATI, OHIO.

DOMESTIC SAUSAGE

(L.C.L. prices)

Pork sausage, hog casings...	53
Pork sausage, sheep cas...	@62
Frankfurters, sheep cas...	53
Frankfurters, skinless	42 1/2 @ 43 1/2
Bologna (ring)	40 1/2 @ 46
Bologna, artificial cas.	36 1/2 @ 37 1/2
Smoked liver, hog bungs...	45 @ 46 1/2
New Eng. lunch, spec.	68 @ 74
Souse	37 1/2
Polish sausage, smoked	52 1/2 @ 61
Pickle & Pimiento loaf	37 1/2 @ 41 1/2
Olive loaf	38 1/2 @ 44 1/2
Pepper loaf	46 1/2 @ 60 1/2
Smoke snacks	52 1/2
Smoke links	66 1/2

SPICES

(Basis Chgo., orig. bbls., bags, bales)

	Whole	Ground
Allspice, prime	71	79
Resifted	75	83
Chili Powder	47	
Chili Pepper	47	
Cloves, Zanzibar	85	91
Ginger, Jam, unbl.	40	46
Mace, fancy, Banda	1.80	
West Indies	1.49	
East Indies	1.69	
Mustard flour, fancy	37	
No. 1	33	
West India Nutmeg	49	
Paprika, Spanish	51	
Pepper, Cayenne	54	
Red, No. 1	53	
Pepper, Packers	1.07	1.17
Malibar	1.00	1.10
Black Lampung	1.00	1.10

SEEDS AND HERBS

(L.C.L. prices)

	Ground	Whole for Sausage
Caraway seed	27	30
Cominos seed	26	30
Mustard seed, fancy	23	
Yellow American	17	
Oregano	40	47
Coriander, Morocco		
Natural No. 1	15	19
Marjoram, French	40	47
Sage, Dalmatian		
No. 1	59	67

CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo.	\$10.00
Saltpeter, n. ton, f.o.b. N.Y.	
Bbl. refined gran.	11.25
Small crystals	14.00
Medium crystals	15.40
Pure rfd., gran. nitrate of soda	5.25
Pure rfd., powdered nitrate of soda	6.25
Salt, in min. car. of 45,000 lbs., only, paper sacked, f.o.b. Chgo.:	
Granulated (ton)	28.00
Rock, per ton in 100-lb. bags, f.o.b. warehouse, Chgo.	26.00
Sugar—	
Raw, 96 bags, f.o.b. N.Y.	6.00
Refined standard can gran. basis	8.10
Packers, curing sugar, 100-lb. bags, f.o.b. Reserve, La., less 2%	8.10
Dextrose, per cwt.	
L.C.L. ex-warehouse, Chgo.	7.50
C/L Del. Chgo.	7.40

PACIFIC COAST WHOLESALE MEAT PRICES

	Los Angeles Mar. 30	San Francisco Mar. 30	No. Portland Mar. 30
FRESH BEEF (Carcass)			
STEER:			
Choice:			
500-600 lbs.	\$38.50@39.00	\$39.00@41.00	\$38.00@40.00
600-700 lbs.	38.00@38.50	38.00@39.00	37.00@40.00
Good:			
500-600 lbs.	35.00@37.00	36.00@37.00	36.00@38.50
600-700 lbs.	33.00@36.00	35.00@36.00	35.00@38.00
Commercial:			
350-500 lbs.	32.00@35.00	35.00@36.00	30.00@35.00
COW:			
Commercial, all wts.	26.00@29.00	27.00@32.00	27.00@33.00
Utility, all wts.	25.00@27.00	25.00@27.00	26.00@31.00
FRESH CALF			
	(Skin-Off)	(Skin-Off)	(Skin-Off)
Choice:			
200 lbs. down	39.00@41.00	None quoted	41.00@44.00
Good:			
200 lbs. down	37.00@33.00	38.00@42.00	39.00@42.00
FRESH LAMB (Carcass):			
Prime:			
40-50 lbs.	42.00@44.00	43.00@45.00	44.00@46.00
50-60 lbs.	41.00@43.00	40.00@43.00	42.00@45.00
Choice:			
40-50 lbs.	42.00@44.00	43.00@45.00	44.00@46.00
50-60 lbs.	41.00@43.00	40.00@43.00	42.00@45.00
Good, all wts.	39.00@42.00	38.00@42.00	40.00@45.00
MUTTON (EWE):			
Choice, 70 lbs. down	20.00@23.00	None quoted	19.00@24.00
Good, 70 lbs. down	20.00@23.00	None quoted	19.00@24.00
FRESH PORK CARCASSES: (Packer Style)			
	(Shipper Style)	(Shipper Style)	(Shipper Style)
80-120 lbs.	None quoted	43.00@45.00	None quoted
120-160 lbs.	42.50@43.50	40.00@43.00	41.00@42.00
LOINS:			
8-10 lbs.	57.00@60.00	58.00@60.00	57.00@61.00
10-12 lbs.	57.00@60.00	54.00@56.00	56.00@61.00
12-16 lbs.	57.00@60.00	57.00@54.00	55.00@60.00
FRESH PORK CUTS No. 1:			
	(Smoked)	(Smoked)	(Smoked)
PICNICS:			
4-8 lbs.	41.00@45.00	41.00@43.00	41.00@46.00
HAMS, Skinned:			
12-16 lbs.	61.00@67.00	64.00@68.00	65.00@70.00
16-18 lbs.	62.00@68.00	62.00@66.00	62.00@68.00
BACON, "Dry Cure" No. 1:			
6-8 lbs.	66.00@72.00	70.00@75.00	70.00@75.00
8-10 lbs.	64.00@71.00	66.00@72.00	66.00@72.00
10-12 lbs.	62.00@68.00	None quoted	65.00@70.00
LARD, Refined:			
1-lb. cartons	23.00@24.00	25.00@27.00	22.75@25.00
50-lb. cartons and cans	22.00@23.50	23.00@25.00	None quoted
Tierces	21.00@23.25	21.50@23.00	21.50@23.50

CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

CASH PRICES

F.O.B. CHICAGO
CHICAGO BASIS

WEDNESDAY, MAR. 31, 1954

REGULAR HAMS

Fresh or F.F.A.

8-10	56 1/4 n	56 1/4 n
10-12	56 1/4 n	56 1/4 n
12-14	56 1/4 n	56 1/4 n
14-16	56 1/4 n	56 1/4 n
16-18	56 1/4 n	56 1/4 n
18-20	56 1/4 n	56 1/4 n
20-22	56 1/4 n	56 1/4 n

SKINNED HAMS

Fresh or F.F.A.

10-12	59 n	59 n
12-14	59 n	59 n
14-16	59 n	59 n
16-18	59 n	59 n
18-20	59 n	59 n
20-22	59 n	59 n
22-24	59 n	59 n
24-26	59 n	59 n
26-28	59 n	59 n
28-30	59 n	59 n
30-32	59 n	59 n
32-34	59 n	59 n
34-36	59 n	59 n
36-38	59 n	59 n
38-40	59 n	59 n
40-42	59 n	59 n
42-44	59 n	59 n
44-46	59 n	59 n
46-48	59 n	59 n
48-50	59 n	59 n
50-52	59 n	59 n
52-54	59 n	59 n
54-56	59 n	59 n
56-58	59 n	59 n
58-60	59 n	59 n
60-62	59 n	59 n
62-64	59 n	59 n
64-66	59 n	59 n
66-68	59 n	59 n
68-70	59 n	59 n
70-72	59 n	59 n
72-74	59 n	59 n
74-76	59 n	59 n
76-78	59 n	59 n
78-80	59 n	59 n
80-82	59 n	59 n
82-84	59 n	59 n
84-86	59 n	59 n
86-88	59 n	59 n
88-90	59 n	59 n
90-92	59 n	59 n
92-94	59 n	59 n
94-96	59 n	59 n
96-98	59 n	59 n
98-100	59 n	59 n

PICNICS

Fresh or F.F.A.

4-6	36	36
6-8	36	36
8-10	36	36
10-12	36	36
12-14	36	36
14-16	36	36
16-18	36	36
18-20	36	36
20-22	36	36
22-24	36	36
24-26	36	36
26-28	36	36
28-30	36	36
30-32	36	36
32-34	36	36
34-36	36	36
36-38	36	36
38-40	36	36
40-42	36	36
42-44	36	36
44-46	36	36
46-48	36	36
48-50	36	36
50-52	36	36
52-54	36	36
54-56	36	36
56-58	36	36
58-60	36	36
60-62	36	36
62-64	36	36
64-66	36	36
66-68	36	36
68-70	36	36
70-72	36	36
72-74	36	36
74-76	36	36
76-78	36	36
78-80	36	36
80-82	36	36
82-84	36	36
84-86	36	36
86-88	36	36
88-90	36	36
90-92	36	36
92-94	36	36
94-96	36	36
96-98	36	36
98-100	36	36

OTHER CELLAR CUTS

Fresh or Frozen

Square Jaws	30 1/2	30 n
Jowl Butts	25	24 1/2
S. P. Jaws	24 1/2	24 1/2

LARD FUTURES PRICES

FRIDAY, MAR. 26, 1954

Open	High	Low	Close
May 18.77 1/2	18.80	18.60	18.72 1/2
July 18.37 1/2	18.40	18.20	18.30
Sept. 17.60	17.60	17.40	17.55
Oct. 16.50	16.50	16.47 1/2	16.47 1/2
Nov. 15.75	15.75	15.75	15.75a

Sales: 6,080,000 lbs.
Open Interest, at close Thurs., Mar. 25th: Mar. 37, May 535, July 492, Sept. 205, Oct. 92, and Nov. 18 lots.

MONDAY, MAR. 29, 1954

May 18.50	19.07 1/2	18.60	19.05
July 18.45	18.70	18.30	18.70b
Sept. 17.60	17.85	17.57 1/2	17.85b
Oct. 16.45	16.62 1/2	16.45	16.62 1/2b
Nov. 15.75	15.80	15.70	15.80

Sales: 8,840,000 lbs.
Open Interest, at close Fri., Mar. 26th: Mar. 32, May 527, July 497, Sept. 204, Oct. 93, and Nov. 19 lots.

TUESDAY, MAR. 30, 1954

May 19.22 1/2	19.22 1/2	19.05	19.12 1/2
July 18.85	18.87 1/2	18.72 1/2	18.77 1/2
Sept. 17.90	17.92 1/2	17.75	17.75b
Oct. 16.65	16.67 1/2	16.55	16.55
Nov. 15.67 1/2	15.70	15.57 1/2	15.57 1/2a

Sales: 8,560,000 lbs.
Open Interest, at close Mon., Mar. 29th: Mar. 28, May 543, July 483, Sept. 204, Oct. 97, and Nov. 24 lots.

WEDNESDAY, MAR. 31, 1954

May 19.05	19.15	18.75	18.85a
July 18.70	18.80	18.45	18.47 1/2
Sept. 17.70	17.70	17.32 1/2	17.32a
Oct. 16.45	16.45	16.20	16.22 1/2
Nov. 15.30	15.50	15.05a	15.05a

Sales: 12,040,000 lbs.
Open Interest at close Tues. Mar. 30: Mar. 27, May 541, July 484, Sept. 215, Oct. 103, and Nov. 26 lots.

THURSDAY, APR. 1, 1954

May 18.75	19.05	18.70	18.85
July 18.40	18.67 1/2	18.35	18.45
Sept. 17.25	17.42 1/2	17.15	17.20
Oct. 16.02 1/2	16.22 1/2	15.95	16.02 1/2b
Nov. 14.95	15.05	14.85	14.87 1/2b

Sales: 9,000,000.
Open Interest at close Wed., Mar. 31: May 511, July 511, Sept. 225, Oct. 111, and Nov. 30 lots.

BELLIES

(Square Cut)

6-8	53 n	53 n
8-10	53 n	53 n
10-12	53 n	53 n
12-14	53 n	53 n
14-16	53 n	53 n
16-18	53 n	53 n
18-20	53 n	53 n

GR. AMN BELLIES

18-20	38 n	38 n
20-25	38 n	38 n
25-30	37 1/2 n	37 1/2 n
30-35	37 1/2 n	37 1/2 n
35-40	37 1/2 n	37 1/2 n
40-50	37 1/2 n	37 1/2 n

FAT BACKS

Fresh or Frozen

6-8	14 1/2 n	14 1/2 n
8-10	14 1/2 n	14 1/2 n
10-12	14 1/2 n	14 1/2 n
12-14	14 1/2 n	14 1/2 n
14-16	14 1/2 n	14 1/2 n
16-18	14 1/2 n	14 1/2 n
18-20	14 1/2 n	14 1/2 n
20-25	14 1/2 n	14 1/2 n

BARBECUED PORK

Clear Fat Back		
Pork	60/ 70.....	42n
30/40.....	70/ 80.....	42n
40/50.....	80/100.....	41n
50/60.....	100/125.....	

CALIFORNIA STATE INSPECTED SLAUGHTER

State inspected slaughter of livestock in California during February was reported to THE NATIONAL PROVISIONER as follows:

	No.
Cattle	31,508
Calves	23,492
Hogs	16,480
Sheep	25,846

Meat and lard production for February:

	Lbs.
Sausage	4,210,280
Pork and beef	7,072,531
Lard and substitutes	407,724
Total	11,690,535

As of February 28, California had 113 meat inspectors. Plants under state inspection totaled 322, and plants under state approved municipal inspection totaled 57.

PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago	\$21.25
Refined lard, 50-lb. cartons, f.o.b. Chicago	21.25
Kettle rend, tierces, f.o.b. Chicago	21.75
Leaf, kettle rend, tierces, f.o.b. Chicago	22.25
Lard flakes	25.50
Neutral tierces, f.o.b. Chicago	25.50
Standard shortening* N. & S.	21.00
Hydrogenated shortening, N. & S.	22.75

* Delivered.

WEEK'S LARD PRICES

	P.S. Lard	P.S. Lard	Raw
	Tierces	Loose	Leaf
Mar. 26	19.37 1/2 n	18.12 1/2 b	19.12 1/2 n
Mar. 27	19.37 1/2 n	18.12 1/2 n	19.12 1/2 n
Mar. 28	19.37 1/2 n	18.00 n	19.00 n
Mar. 29	19.50	18.12 1/2 b	19.12 1/2 n
Mar. 30	19.25a	18.12 1/2 b	19.12 1/2 n
Mar. 31	19.25a	18.12 1/2 b	19.12 1/2 n
Apr. 1	19.00 n	17.87 1/2 n	18.87 1/2 n

a-asked b-bid; n-nominal.

MARKET PRICES

NEW YORK

WHOLESALE FRESH MEATS CARCASS BEEF

Mar. 30, 1954

Prime, 800 lbs./down	\$43.00@45.00
Prime, 800/900	40.00@43.00
Choice, 800 lbs./down	38.00@40.00
Choice, 800/900	38.00@39.00
Good, 500/700	35.00@37.00
Steer, commercial	30.00@32.00
Cow, utility	26.00@30.00
Cow, utility	22.00@26.00

FRESH PORK CUTS

(L.c.l. prices)

	Western
Pork loins, 8/12	\$36.00@38.00
Pork loins, 12/16	54.00@57.00
Hams, sknd., 14/down	49.00@52.00
Boston butts, 4/8	48.00@51.00
Spareribs, 3/down	48.00@50.00
Pork trim, regular	30.00
Pork trim, spec. 80%	49.00
	City
Hams, sknd., 14/down	\$60.00@64.00
Pork loins, 8/12	50.00@52.00
Pork loins, 12/16	57.00@60.00
Picnics, 4/8	40.00@43.00
Boston butts, 4/8 lbs.	48.00@52.00
Spareribs, 3/down	45.00@52.00

BEEF CUTS

	City
Prime:	
Hindquarters, 600/800	\$3.00@ 60.0
Hindquarters, 800/900	50.00@ 53.0
Rounds, no flank	45.00@ 46.0
Rounds, Diamond bone	46.00@ 47.0
Short loins, untrim	75.00@ 82.0
Short loins, trim	100.00@122.0
Flanks (7 bone cut)	13.00@ 14.0
Arm chucks	60.00@ 68.0
Briskets	35.00@ 37.0
Plates	16.00@ 18.0
Forequarters (Kosher)	40.00@ 42.0
Arm chucks (Kosher)	40.00@ 44.0
Briskets (Kosher)	35.00@ 37.0

Choice:	
Hindquarters, 600/800	47.00@ 56.0
Hindquarters, 800/900	44.00@ 46.0
Rounds, no flank	43.00@ 46.0
Rounds, Diamond bone	43.00@ 46.0
Short loins, untrim	60.00@ 75.0
Short loins, trim	66.00@ 85.0
Flanks	13.00@ 14.0
Ribs (7 bone cut)	47.00@ 56.0
Arm chucks	33.00@ 38.0
Briskets	35.00@ 37.0
Plates	16.00@ 18.0
Forequarters (Kosher)	34.00@ 40.0
Arm chucks (Kosher)	35.00@ 40.0
Briskets (Kosher)	35.00@ 37.0

FANCY MEATS

(L.c.l. prices)

	Cwt.
Veal breads, under 8 oz.	\$55.00
6 to 12 oz.	42.00@43.00
12 oz. up	90.00@92.00
Beef livers, selected	35.00@36.00
Beef kidneys	12.00
Oxtails, over 1/2 lb.	15.00@16.00

LAMBS

(L.c.l. prices)

	City
Prime, 30/40	\$50.00@53.00
Prime, 40/45	52.00@54.00
Prime, 45/55	48.00@51.00
Choice, 30/40	50.00@52.00
Choice, 40/45	50.00@53.00
Choice, 45/55	48.00@51.00
Good, 30/40	47.00@50.00
Good, 40/45	49.00@51.00
Good, 45/55	46.00@49.00
	Western
Prime, 40/45	49.00@51.00
Prime, 45/50	49.00@51.00
Prime, 50/55	48.00@51.00
Choice, 55/down	48.00@50.00
Good, all wts.	43.00@47.00
Utility, all wts.	None quoted

LIVESTOCK PRICES AT SIO

BY-PRODUCTS....FATS AND OILS

TALLOW AND GREASES

Wednesday, March 31, 1954

The inedible fats market held on to its soft undertone late last week as most consumers remained on the sidelines. Several tanks of bleachable fancy tallow sold at 7c, c.a.f. Chicago. A couple of tanks of special tallow traded at 6½c, also c.a.f. Chicago. B-white grease was bid at 7c, Chicago, but held at ½c higher. No. 1 tallow was bid at 6¼c, delivered Chicago, and also held higher. Reported but unconfirmed was the movement of all hog choice white grease at 11¼c, c.a.f. East. On Friday, a tank of special tallow sold at 6½c, c.a.f. Chicago. A few tanks of not all hog choice white grease sold at 9¼c and 10c, delivered Chicago.

No material change in buyers' ideas was indicated at the start of the new week. Special tallow and yellow grease were bid at 6½c, Chicago. A few tanks of all hog choice white grease traded at 11½c, c.a.f. East. It was rumored that 11½c, same destination, was paid, but confirmation was lacking. Several tanks of special tallow sold at 6½c, c.a.f. Chicago. B-white grease was reported available at 7c, Chicago. Bleachable fancy tallow was bid at 7½c, delivered East, but held at ½c higher.

More buyers were in the market Tuesday, and paid steady to fractionally higher prices. Several tanks of bleachable fancy tallow sold at 7c, c.a.f. Chicago. A couple of tanks of special tallow traded at 6½c, c.a.f. Chicago. Two tanks of all hog choice white grease sold early at 11½c and more of same sold later at 11½c, all c.a.f. East. Several tanks of bleachable fancy tallow sold at 7½c, delivered East. Sellers asked 7½@7¾c, later. Original fancy tallow was reported held at 8c, c.a.f. East. No. 1 tallow was bid at 6¼c, Chicago, but held at 6½c. B-white grease was bid at 7c, and yellow grease at 6½c, Chicago.

Some producers are waiting for the

BY-PRODUCTS MARKETS

Blood

Wednesday, Mar. 31, 1954

Unit	Ammonia
Unground, per unit of ammonia (bulk)	\$8.75

Digester Feed Tankage Material

Wet rendered, unground, loose	
Low test	\$8.50@8.75
High test	\$8.75
Liquid stick tank cars	4.50@5.00

Packinghouse Feeds

	Carlots, per ton
50% meat and bone scraps, bagged	\$110.00@115.00
50% meat and bone scraps, bulk ..	107.50@110.00
55% meat scraps, bulk	111.00@115.00
60% digester tankage, bulk	108.00@112.50
60% digester tankage, bagged	110.00@117.50
80% blood meal, bagged	150.00
70% standard steamed bone meal, bagged (spec. prep.)	70.00
60% steamed bone meal, bagged ..	60.00@65.00

Fertilizer Materials

High grade tankage, ground, per unit ammonia	6.00@6.25
Hoof meal, per unit ammonia	7.00@7.25

Dry Rendered Tankage

	Per unit Protein
Low test	\$1.85-1.90
High test	\$1.85-1.90

Gelatine and Glue Stocks

	Per cwt.
Calf trimmings (limed)	\$1.35@1.50
Hide trimmings (green salted)	6.00@7.00
Cattle jaws, scraps and knuckles, per ton	55.00@60.00
Pig skin scraps and trimmings, per lb.	8¼

Animal Hair

Winter coll dried, per ton	\$115.00@120.00
Summer coll dried, per ton	45.00@55.00
Cattle switches, per piece	5@5¼
Winter processed, gray, lb.	14 @ 15
Summer processed, gray, lb.	6 @ 7

n—nominal, a—asked.
*Quoted delivered basis.

dock strike to end and looking for a better market as a result. Material is being held rather tight. However, on Wednesday, additional scattered sales were made at the going levels. Several tanks of bleachable fancy tallow sold at 7½c, delivered East. A few tanks of No. 2 tallow sold at 6c, Chicago basis. Original fancy tallow sold at 7½c and 7¾c, c.a.f. East, several tanks involved; asked 8c later.

TALLOW: Wednesday's quotations:

VEGETABLE OILS

Wednesday, March 31, 1954

The vegetable oil market was dull Monday, and only light trading was encountered.

Sales of soybean oil were made at steady to ½c higher prices. Refiners were slow in purchasing supplies at seller's levels and most of the activity was centered around processor purchases against sales of refined oil. April shipment sold early at 13½c to 13¾c. Offerings late in the day were priced at 13¾c. May shipment alone sold at 13¾c, while May-June-July brought 13¾c and different combinations of the coupled shipments also sold at 13¾c. July shipment alone sold at 13¾c.

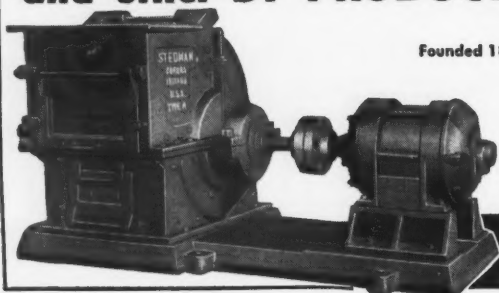
Cottonseed oil sold at 13½c in the Valley, while offerings in the Southeast were priced at 13¾c, without action. Offerings were available in Texas at 13¾c and 13¾c, depending on location, with reported movement around Lubbock at 13¾c. Corn oil was nominal at 14c, as was peanut oil at 18c. Coconut oil was offered at 13c for spot shipment, at 12¾c for April and at 12½c for March, without trade.

Trading of soybean oil on Tuesday was light again with higher prices prevailing. Immediate and April shipments cashed at 13¾c. May shipment also reportedly sold at 13¾c. May-June-July shipments brought 13¾c. Refiners were only in the market in a

edible tallow, 11½@11¾c; original fancy tallow, 7¼; bleachable fancy tallow, 7c; prime tallow, 6¾@6¾c; special tallow, 6½c; No. 1 tallow, 6¼c; and No. 2 tallow, 6c.

GREASES: Wednesday's quotations: choice white grease (not all hog), 9¾@10c; B-white grease, 7c; yellow grease, 6½c; house grease, 6¼@6¾c; brown grease, 5½@6c. All hog choice white grease was quoted at 11½c, c.a.f. East basis.

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STEDMAN FOUNDRY & MACHINE COMPANY, INC.
Subsidiary of United Engineering and Foundry Company
General Office & Works: AURORA, INDIANA

minor capacity with dealers constituting the majority of activity.

The cottonseed oil market also advanced, with trading in the Valley at 13½c. The market in the Southeast was nominally pegged at 13½c, although some unconfirmed bids were reported at 13½c. No trading was heard in Texas, with buying interest at 13½c for prompt shipment and offerings were available for scattered April shipment at 13½c. Some sales near west Texas were reported at 13½c. Corn oil sold at 14½c for April and May shipments. Peanut oil was unchanged at 18c, nominal basis. Coconut oil offerings declined, but buyers held off. Spot shipment was offered at 12½c, April at 12½c and May shipment at 12½c.

Volume of sales of soybean oil continued mediocre at midweek. The market opened strong early Wednesday, but weakened ½c later. April shipment sold early at 13½c, but later sales were encountered at 13½c. May shipment was offered at 13½c with some trading of May-June at 13½c.

There were sales of cottonseed oil in the Valley at premium points at 13½c, but this market also appeared easier later in the day and was pegged at 13½c, nominal basis. The market in the Southeast was unchanged, but trading in Texas was accomplished at 13½c to 13½c, depending on location. Corn oil declined ½c and was quoted at 14c, nominally. Peanut oil advanced on an offering basis and was pegged at 18½c. Although the offering price of coconut oil declined, sales were difficult to uncover. Spot shipment was offered at 12½c with straight April offered at 12½c.

CORN OIL: No change from last midweek, market quiet.

COTTONSEED OIL: Traded at sharply higher levels compared with last week.

Cottonseed oil futures in New York were quoted as follows:

FRIDAY, MAR. 26, 1954					
	Open	High	Low	Close	Prev. Close
May	15.85b	.....	.....	15.88	15.87b
July	15.82	.....	.....	15.79b	15.77b
Sept.	14.85b	.....	.....	14.81b	14.90
Oct.	14.20b	.....	.....	14.20b	14.25b
Dec.	14.05b	.....	.....	14.03b	14.10b
Jan.	14.00b	.....	.....	14.00b	14.00b
Mar.	14.00b	.....	.....	13.90b	13.90b

Sales: 79 lots.

MONDAY, MAR. 29, 1954					
	Open	High	Low	Close	Prev. Close
May	15.85b	16.01	15.85	16.00b	15.88
July	15.83	16.00	15.80	15.97b	15.79b
Sept.	14.80b	15.00	14.85	14.90b	14.81b
Oct.	14.15b	14.35	14.35	14.35	14.20b
Dec.	14.00b	14.20	14.00	14.20	14.03b
Jan.	13.90b	.....	.....	14.10b	14.00b
Mar.	13.90b	.....	.....	14.00b	13.90b

Sales: 79 lots.

TUESDAY, MAR. 30, 1954					
	Open	High	Low	Close	Prev. Close
May	16.00b	16.15	16.06	16.02b	16.00b
July	16.02b	16.10	15.89	15.99b	15.97b
Sept.	15.05	15.05	15.00	14.90b	14.90b
Oct.	14.50b	14.50	14.46	14.30b	14.35
Dec.	14.15b	14.30	14.20	14.16b	14.20
Jan.	14.05b	.....	.....	14.05b	14.10b
Mar.	14.05b	.....	.....	14.05b	14.00b

Sales: 42 lots.

WEDNESDAY, MAR. 31, 1954					
	Open	High	Low	Close	Prev. Close
May	15.95b	16.00	15.85	15.85	16.02b
July	15.90b	16.03	15.82	15.80b	15.99b
Sept.	14.85b	14.90	14.90	14.70b	14.90b
Oct.	14.20b	.....	.....	14.05b	14.30b
Dec.	14.05b	.....	.....	13.90b	14.16b
Jan.	14.00b	.....	.....	13.80b	14.05b
Mar.	14.00b	.....	.....	13.82b	14.05b

Sales: 106 lots.

SOYBEAN OIL: Market stronger during week, but declined ½c at midweek from earlier trading levels.

PEANUT OIL: Reported offered at 18½c early Wednesday, but no trading was confirmed.

COCONUT OIL: Offerings priced lower during week fail to attract buying inquiry.

VEGETABLE OILS

Wednesday, Mar. 31, 1954

Crude cottonseed oil, carlots, f.o.b. mills	13½u
Valley	13½a
Southeast	13½pd
Texas	13½pd
Corn oil in tanks, f.o.b. mills	14n
Peanut oil, f.o.b. Southern mills	18n
Soybean oil, Decatur	13½pd
Coconut oil, f.o.b. Pacific Coast	12½a
Cottonseed foots.	
Midwest and West Coast	2n
East	2n

OLEOMARGARINE

Wednesday, March 31, 1954

White domestic vegetable	27
Yellow quarters	28
Milk churned pastry	29
Water churned pastry	25

OLEO OILS

(F.O.B. Chicago)

Prime oleo stearine (slack barrels)	12½
Extra oleo oil (drums)	17

pd—paid, n—nominal, a—asked, b—bid.

EASTERN BY-PRODUCTS MARKET

New York, March 31, 1954

Dried blood was quoted Wednesday at \$8.25 to \$8.50 per unit of ammonia. Low test wet rendered tankage was held at \$8 per unit of ammonia and dry rendered tankage was listed at \$1.70 to \$1.75 per protein unit.

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HIDES AND SKINS

Some selections of big packer hides lower, others steady—Small packer hide market somewhat easier in scattered activity—Country hide market dull—Calf and kipskin markets quiet—Shearlings and fall clips trade higher late last week.

CHICAGO

PACKER HIDES: The big packer hide market was quiet Monday, as buying interest was narrow and offering lists were not released. There was scattered interest for branded steers and branded steers appeared steady, while light native cows were bid lower. Heavy native steers were offered steady at 10½c, but inquiry was lacking at that level. Trade sources thought some selections would sell steady once trading was resumed, but other selections appeared vulnerable.

Early Tuesday, the hide market was in a mixed position with both March and April takeoff hides available at steady to higher levels. Branded cows and branded steers appeared steady, while light native cows and heavy native steers were easier. In later activity, prices for some selections stabilized and branded steers sold at 9c for Colorados and 9½c for butts. Other trading involved branded cows at 10½c for Northerns and 11c for Wichitas river heavy native cows sold at 11½c and about 3,500 heavy native steers brought 10½c. Light native cows of river point production were bid at 13½c, but no sales were accomplished at that level.

Sales at midweek were mostly of a scattered nature and at lower prices. About 5,000 river heavy native steers sold at 10c. An estimated 10,000 Chicago and river light native cows sold at 13½c with St. Pauls at 14c. One of the major packers was involved in the day's activity, but confirmation as to quantity and price of each selection traded could not be obtained.

SMALL PACKER AND COUNTRY HIDES: Although there was good interest for small packer production early in the week. Orders were difficult to find at midweek as an indirect re-

sult of light native cows and heavy native steers selling off in the big packer hide market. The 50-lb. average hide was quoted nominally at 10½c at midweek with reported movement of 50@52-lb. average earlier at 10½c and 11c, depending on shipping point. The 60-lb. average were inactive and were quoted at 9c, nominal basis. There was reported movement of 40 @42-lb. average at 12½c, selected, f.o.b. The country hide market was also inactive, with mixed 50@52-lb. average locker butchers and renderers offered at 8c and 8½c. Straight locker butchers were offered at 9c, with no takers.

CALFSKINS AND KIPSKINS: Sales were again difficult to uncover. St. Paul heavy calf were last offered at 45c and bid at 42½c, with northern lights steady on a nominal basis at 40c and river all-weights at 37½c. An outside independent packer reportedly sold 2,400 kips and overweights at 25½c late last week. Other trading was also reported, but details were lacking.

SHEEPSKINS: In additional activity late last week, a mixed car of fall clips and No. 1 shearlings brought 2.50 and 1.60, respectively. Another car of No. 2 and No. 3 shearlings sold at 1.25 and .85. Offerings of No. 1 shearlings were priced up to 1.75, but no trading was heard early. Dry pelts were nominally steady at 26c. The pickled skin market appeared easier with sales of mixed sheep and lambs at 9.75 per dozen.

CHICAGO HIDE MOVEMENT

Receipts of hides at Chicago for the week ended Mar. 27, 1954, totaled 6,470,000 lbs.; previous week, 4,700,000 lbs.; same week, 1953, 5,979,000 lbs.; 1954 to date, 65,113,000 lbs.; same period 1953, 64,276,000 lbs.

Shipments for the week ended Mar. 27, 1954, totaled 5,783,000 lbs.; previous week 3,791,000 lbs.; corresponding week 1953, 4,691,000 lbs.; this year to date, 53,948,000 lbs.; corresponding week 1953, 46,672,000 lbs.

CHICAGO HIDE QUOTATIONS

	PACKER HIDES		Cor. Week
	Week ending Mar. 31, 1954	Previous Week	
Nat. steers...10½@14½	11	@14½n	13 @16½
Hvy. Texas steers	9½n	9½n	11n
Butt branded steers	9½n	9½n	11n
Col. steers	9n	9n	10½n
Ex. light Tex. steers	14n	14n	17n
Brand'd cows...10½@11n	10½@11n	13	@13½n
Hvy. nat. cows...11½@12n	11½@12	14	@15½n
Lt. nat. cows...13½@14	14	@14½n	17
Nat. bulls ..10 @10½n	10	@10½n	11n
Brand'd bulls. 9 @ 9½n	9	@ 9½n	10n
Calfskins, Nor. 10/15	40n	40n	50
10/20	42½n	42½n	47½
Kips, Nor. nat., 15/25.	26½n	26½n	37½n
Kips, Nor. Brn'd, 15/25.	24n	24n	32½n

SMALL PACKER HIDES

STEERS AND COWS:	
60 lbs. and over	9n 9 @ 9½n 12½@13n 10½n 10½@11n 14 @14½n
50 lbs.	

SMALL PACKER SKINS

Calfskins, under 50 lbs.	25n	25n	35n
Kips, 15/30	15@16n	15@16n	30@32n
Slunks, reg.	1.25@1.35n	1.25n	1.50n
Slunks, hairless	25@35n	25@35n	50n

SHEEPSKINS

Packer shearlings, No. 1	1.60n	1.45@1.50n	2.50n
Dry Pelts	26n	26n	29
Horsehides, Untrmd. 10.25@10.50n	10.25@10.50n	9.75@10.00n	

N. Y. HIDE FUTURES

FRIDAY, MAR. 26, 1954		Class
Open	High	
Apr. 14.21-25	14.37	14.21 14.33
July 14.77b	14.86	14.79 14.83
Oct. 15.18b	15.28	15.25 15.27b-30a
Jan. 15.40b	15.40	15.47b-50a
Apr. 15.51b	15.63	15.61b-67a
July 15.65b	15.70	15.70b-77a

Sales: 57 lots.

MONDAY, MAR. 29, 1954		Class
Open	High	
Apr. 14.30b	14.50	14.40 14.45b-50a
July 14.80b	15.00	14.92 15.00
Oct. 15.25b	15.42	15.40 15.40
Jan. 15.50b	15.65	15.60 15.60b-63a
Apr. 15.60b	15.70	15.70b-80a
July 15.68b	15.70	15.83b-90a

Sales: 50 lots.

TUESDAY, MAR. 30, 1954		Class
Open	High	
Apr. 14.35	14.35	14.30 14.30b-37a
July 14.85b	14.93	14.88 14.88
Oct. 15.25b	15.35	15.35 15.35
Jan. 15.45b	15.50	15.45 15.45b-57a
Apr. 15.60b	15.70	15.70 15.70b-75a
July 15.80b	15.80	15.90b-95a

Sales: 43 lots.

WEDNESDAY, MAR. 31, 1954		Class
Open	High	
Apr. 14.25b	14.25	14.25 14.20b-25a
July 14.80b	14.85	14.76 14.77
Oct. 15.28b	15.32	15.29 15.25b-29a
Jan. 15.47b	15.50	15.45b-50a
Apr. 15.65b	15.70	15.60b-65a
July 15.83b	15.80	15.80b-85a

Sales: 57 lots.

THURSDAY, APRIL 1, 1954		Class
Open	High	
Apr. 14.20b	14.30	14.14 14.14
July 14.72b	14.80	14.65 14.65
Oct. 15.25	15.32	15.12 15.12
Jan. 15.40b	15.55	15.43 15.30b-35a
Apr. 15.60b	15.60	15.45b-55a
July 15.72b	15.80	15.80 15.60b-75a

Sales: 78 lots.

CANADIAN HIDE STOCKS

Stocks or raw hides and skins held by Canadian tanners, packers and dealers on January 31, 1954 compared, as reported by the Dominion Bureau of Statistics.

	Jan. 31 1953	Dec. 31 1953	Jan. 31 1954
Cattle Hides	523,866	524,573	457,955
Calf and Kip Skins	348,521	408,094	379,566
Goat and Kid Skins	21,649	36,556	59,776
Sheep and Lamb Skins (doz.)	43,649	42,006	48,351
Horse Hides	16,112	117,736	144,485

¹Includes 4,305 horse fronts. ²Includes 5,849 horse fronts.

The National Provisioner—April 3, 1954

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CANNED MEATS
COMMERCIAL SHORTENINGS
NATURAL CASINGS • DRY
SAUSAGE • LARD FLAKES**



THE RATH PACKING CO., WATERLOO, IOWA

WEEK'S CLOSING MARKETS

PHILADELPHIA FRESH MEATS

Tuesday, March 30, 1954

WESTERN DRESSED

BEEF (STEER):	Cwt.
Prime, 600/800	None quoted
Choice, 500/700	\$39.50@40.50
Choice, 700/800	37.50@40.00
Good, 500/700	35.50@37.75
Commercial, 350/700	29.50@31.50

COW:	
Commercial, 350/700	27.50@30.50
Utility, all wts.	24.00@26.50

VEAL (SKIN OFF):	
Choice, 50/80	None quoted
Choice, 80/110	38.00@41.00
Choice, 80/110	37.00@40.00
Good, 50/80	33.00@35.00
Good, 80/110	34.00@36.00
Good, 110/150	34.00@37.00
Commercial, all wts.	25.00@32.00
Utility, all wts.	23.00@25.00

LAMB:	
Prime, 30/40	52.00@54.00
Prime, 40/50	52.00@54.00
Prime, 50/60	47.00@52.00
Choice, 30/40	51.00@53.00
Choice, 40/50	51.00@53.00
Good, 50/60	46.00@51.00
Good, all wts.	42.00@50.00
Utility, all wts.	35.00@40.00

MUTTON (EWE):	
Choice, 70/down	22.00@25.00
Good, 70/down	20.00@22.00

PORK CUTS—CHOICE LOINS:	
(Bladeless included) 8-10	55.00@57.00
(Bladeless included) 10-12	55.00@57.00
(Bladeless included) 12-16	55.00@57.00
Butts, Boston style, 4-8	50.00@52.00

SPARERIBS, 2 lbs. down	48.00@50.00
------------------------	-------------

LOCALLY DRESSED

STEER BEEF CUTS:	Prime	Choice
Hindqtrs., 600/800	\$55.00@60.00	\$46.00@50.00
Hindqtrs., 500/700	54.00@57.00	46.00@48.00
Round, no flank	52.00@54.00	47.00@50.00
Hip rd., with flank	51.00@53.00	45.00@48.00
Full loin, untrmd.	None quoted	57.00@64.00
Shortloin, untrmd.	None quoted	None quoted
Short loin trmd.	None quoted	None quoted
Flank	None quoted	None quoted
Rib (7 bone)	60.00@66.00	50.00@54.00
Arm Chuck	34.00@38.00	31.00@35.00
Brisket	30.00@32.00	30.00@32.00
Short plates	14.00@16.00	14.00@16.00

Wholesale Price Indexes

Wholesale price indexes for the week ended March 23 showed meat at 92.4 per cent of the 1947-49 average of 100 per cent, according to the Bureau of Labor Statistics. This was 0.4 higher than the week before. Live hogs advanced 3.5 per cent, hides, 2.9 per cent; lard, 1.6 per cent; while fats and oils declined 0.5 per cent.

THURSDAY'S CLOSINGS PROVISIONS

The live hog top at Chicago was \$27.40; average, \$26.40. Provision prices were quoted as follows: Under 12 pork loins, 54; 10/14 green skinned hams, 56½@59; Boston butts, 47; 16/down pork shoulders, 42; 3/down spareribs, 46½; 8/12 fat backs, 15¼@16; regular pork trimmings, 27%; 18/20 DS bellies, 35½ nominal; 4/6 green picnics, 36; and 8/up green picnics, 34½.

P.S. loose lard was quoted at 17.87½ nominal and P.S. lard in tierces at 19.00 nominal.

COTTONSEED OIL

Closing cottonseed oil futures in New York were quoted as follows: May, 15.94b-97a; July, 15.89; Sept., 14.70b-77a; Oct., 13.95b-14.15a; Dec., 13.94; Jan. 13.85n; and Mar., 13.83b-90a.

Sales: 51 lots.

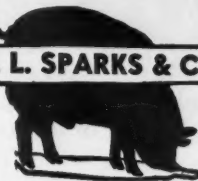
CORN-HOG RATIO

The corn-hog ratio for barrows and gilts at Chicago for the week ended Mar. 27, 1954, was 17.2, according to a report by the U. S. Department of Agriculture. This ratio compared with the 16.6 ratio reported for the preceding week and 13.1 recorded for the same week a year ago. These ratios were calculated on the basis of yellow corn selling at \$1.549 per bu. in the week ended Mar. 27, 1954, \$1.545 per bu. in the previous week and \$1.569 per bu. for the same period a year earlier.

Expect 7 Per Cent Increase In Country's Turkey Numbers

Last year's favorable price relationships in receipts vs. costs in the poultry industry has led turkey growers this year to plan on expansions in their breeding intentions, the Agricultural Marketing Service has reported. There will be an increase of about 7 per cent in turkey numbers, according to Crop Reporting Board survey.

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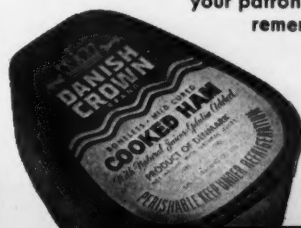
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LIVESTOCK MARKETS

Weekly Review

Livestock Exports, Imports During Month of January

Exports and imports of livestock during January, as reported by the USDA:

	Jan. 1954	Jan. 1953
EXPORTS (domestic)—	Number	Number
Cattle, for breeding	733	772
Other cattle	140	78
Hogs (swine)	95	361
Sheep	459	109
Horses, for breeding	24	32
Other horses	123	840
Mules, asses and burros	783	402
IMPORTS—		
Cattle for breeding, free—		
Canada ¹	77	...
Bulls	739	...
Cows	...	...
Other countries—	3	...
Bulls	2	...
Cows	...	...
Cattle, other edible (dut.)—		
Canada ¹	...	...
Over 700 lbs. ....(Dairy	1,290	...
200-700 lbs. ....(Other	1,924	...
200-700 lbs. ....(Dairy	343	...
200-700 lbs. ....(Other	57	6,053
Under 200 lbs. ....(Other	24,628	4
Other countries—	4	...
Over 700 lbs. ....(Other	...	4
Hogs—		
Edible, except for breeding	677	3
(dut.) ²	...	...
Horses—		
For breeding, free	45	24
Other (dut.)	164	327
Sheep, lambs and goats,		
edible (dut.)	...	...

¹Includes Newfoundland and Labrador. ²Number of hogs based on estimate of 200 pounds per animal.

Compiled from official records, Bureau of the Census.

Hog-Corn Ratio at Record

The value of live hogs in relation to prevailing corn prices rose to one of the highest ratios between the two on record at Chicago. The U.S. Department of Agriculture pegged the hog-corn price ratio at 17.2. This was a decided increase from 13.1 a year ago. Live hogs as a result of rising ratios in recent weeks have been coming to market at heavier weights than before the current rise in prices, stock yard interests indicated this week.

SALABLE LIVESTOCK AT 12 MARKETS IN FEB.

The USDA report for 12 markets:

	Feb., 1954	Feb., 1953
CATTLE		
Chicago	163,939	152,873
Cincinnati	16,189	13,294
Denver	54,638	49,321
Fort Worth	30,704	32,091
Indianapolis	37,342	32,190
Kansas City	88,254	88,793
Oklahoma City	52,219	53,808
Omaha	150,990	128,098
St. Joseph	53,046	50,168
St. Louis NSY	66,254	60,534
Sioux City	95,584	77,819
S. St. Paul	78,031	67,480
Total	887,190	787,319
CALVES		
Chicago	7,039	6,029
Cincinnati	4,814	4,145
Denver	4,638	2,838
Fort Worth	7,310	8,940
Indianapolis	5,750	5,582
Kansas City	7,574	6,326
Oklahoma City	4,901	4,025
Omaha	7,207	4,711
St. Joseph	4,649	3,207
St. Louis NSY	17,116	17,652
Sioux City	2,139	2,002
S. St. Paul	41,800	37,509
Total	114,767	102,946
HOGS		
Chicago	137,343	180,473
Cincinnati	58,083	61,482
Denver	11,658	13,764
Fort Worth	8,224	6,204
Indianapolis	188,768	199,073
Kansas City	30,140	40,188
Oklahoma City	8,118	12,861
Omaha	111,083	145,849
St. Joseph	66,237	75,616
St. Louis NSY	155,387	185,511
Sioux City	118,835	163,337
S. St. Paul	166,124	189,560
Total	1,057,694	1,273,596
SHEEP		
Chicago	46,752	60,089
Cincinnati	1,588	1,584
Denver	65,224	81,554
Fort Worth	44,128	35,602
Indianapolis	13,632	17,503
Kansas City	18,026	19,063
Oklahoma City	10,176	5,296
Omaha	60,962	80,673
St. Joseph	17,962	18,880
St. Louis NSY	14,104	19,250
Sioux City	46,922	41,314
S. St. Paul	48,569	49,108
Total	391,085	429,906

LIVESTOCK CAR LOADINGS

A total of 6,591 cars was loaded with livestock during the week ended March 13, 1954, according to the American Association of Railroads. This was an increase of 211 over the same week of 1953, but 562 less than the like period of 1952.

February Kill by Regions

United States federally inspected slaughter by regions from data furnished by the Agricultural Research Service for February 1954, with comparisons:

	Cattle	Calves	Hogs & Lambs	Sheep
(Thousand head)				
N. Atlantic States	107	92	391	201
S. Atlantic States	30	22	195	...
N.C. States—East	275	179	1,019	111
N.C. States—N.W.	373	88	1,464	394
N.C. States—S.W.	139	30	326	90
S. Central States	133	72	255	58
Mountain States	81	5	77	82
Pacific States	166	30	153	155
Total	1,302	518	3,883	1,090
January 1954	1,541	546	4,712	1,241
February 1953	1,170	422	4,550	1,088

California First in January Cattle Kill; Ia., Hogs, Sheep

A Bureau of Agricultural Economics report on January live stock slaughter by state showed California leading in cattle butchering, with 203,000. Illinois placed second with 180,000 followed by Iowa with 166,000. The 118,000 calf slaughter in Wisconsin placed first, Texas stood second with 92,000 and New York was third with 85,000.

Iowa was first in hog slaughter with 1,045,000 head followed by 539,000 in Illinois and 495,000 for Minnesota. Iowa sheep and lamb slaughter numbered 177,000 head to rank first. Second-place California counted 167,000 head, while New York stood third with 118,000.

G-N Junior Show, Apr. 10-15

Preparations are nearing completion for the 1954 Grand National JUNIOR Livestock Exposition which will be held in the San Francisco Cow Palace April 10 to 15. About 1,000 4-H boys and girls and Future Farmers of America are expected to enter more than 3,000 head of beef and dairy cattle, hogs and lambs in the nation's largest livestock exposition limited exclusively to agricultural youth. Premiums total \$24,000.

Have you tried:

KENNETT-MURRAY

Livestock Buying



Service?

"STRING-A-WAY" does it mechanically



De-strings 900 pounds of linked sausage in an hour without "whipping" by hand.

SAVES LABOR —
SAVES TIME —
SAVES MONEY.

Easy to operate.
Details on request.

THE E. KAHN'S SONS CO.

CINCINNATI 25, OHIO

Kirby 4000

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER, showing the number of livestock slaughtered at 13 centers.

CATTLE

	Week Ended	Prev. Week	Cor.
Chicago†	23,328	25,120	20,053
Kans. City†	14,336	15,638	14,101
Omaha†	23,926	23,997	23,224
E. St. Louis†	10,484	10,916	7,800
St. Joseph†	10,249	10,785	7,738
Sioux City†	10,127	9,984	9,447
Wichita†	4,901	4,467	2,391
New York & Jersey City†	10,572	11,327	8,778
Okla. City†	5,723	5,870	3,463
Cincinnati†	4,688	4,384	3,524
Denver†	11,213	10,274	11,828
St. Paul†	14,288	16,572	14,280
Milwaukee*	4,775	5,014	4,003
Total	148,315	154,308	130,728

HOGS

Chicago†	27,839	29,675	41,234
Kans. City†	8,103	9,016	11,246
Omaha†	23,619	24,373	36,353
E. St. Louis†	28,457	30,459	37,930
St. Joseph†	18,634	20,680	29,767
Sioux City†	16,764	15,701	23,982
Wichita†	6,671	7,437	8,977
New York & Jersey City†	42,152	46,188	47,207
Okla. City†	11,972	12,874	4,242
Cincinnati†	13,382	16,196	15,695
Denver†	9,538	8,979	11,909
St. Paul†	31,019	31,218	36,161
Milwaukee*	3,828	3,846	6,824
Total	242,008	256,602	311,527

SHEEP

Chicago†	3,757	6,000	9,381
Kans. City†	5,083	1,755	9,408
Omaha†	12,896	11,313	19,896
E. St. Louis†	1,429	1,301	1,777
St. Joseph†	9,128	7,453	10,008
Sioux City†	7,247	8,429	6,971
Wichita†	2,676	1,930	6,325
New York & Jersey City†	37,737	38,486	39,995
Okla. City†	4,766	5,986	1,706
Cincinnati†	300	253	93
Denver†	11,802	11,245	18,439
St. Paul†	2,857	3,206	4,420
Milwaukee*	659	362	924
Total	100,335	97,721	129,346

*Cattle and calves.
†Federally inspected slaughter, including directs.
‡Stockyards sales for local slaughter.
§Stockyards receipts for local slaughter, including directs.

BALTIMORE LIVESTOCK

Livestock prices at Baltimore, Md., on Wednesday, Mar. 31, were as follows:

CATTLE:	
Steers, choice	.....\$24.50 only
Steers, gd. & ch.	.....None rec.
Steers, com'l	.....16.00@18.00
Heifers, choice & pr.	.....None rec.
Heifers, com'l & gd.	.....15.00@20.00
Cows, com'l	.....13.00@14.00
Cows, cut & utility	.....8.00@12.50
Cows, can. & cut.	.....None rec.
Bulls, com'l	.....15.50@16.00

VEALERS:	
Choice & prime	.....27.00@28.00
Good & choice	.....25.00@26.00
Com'l & good	.....17.00@24.00
Culls & utility	.....10.00@15.00

HOGS:	
Choice, 180/240	.....27.00@28.00
Sows, 400/down	.....23.00@23.50

LAMBS:	
Choice	.....None rec.

NEW YORK RECEIPTS

Receipts of salable livestock at Jersey City and 41st st., New York market for week ended March 27:

Cattle Calves Hogs* Sheep*	
Salable	188 496
Total (incl. directs)	5,650 3,068 18,452 20,192
Prev. week:	
Salable	343 351 53 4
Total (incl. directs)	5,819 2,877 19,635 18,588

*Including hogs at 31st st.

CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS

	Cattle	Calves	Hogs	Sheep
Mar. 25	2,466	477	7,175	806
Mar. 26	596	80	5,583	286
Mar. 27	208	104	2,249	674
Mar. 29	16,956	408	8,122	1,284
Mar. 30	6,500	300	8,000	1,000
Mar. 31	12,000	400	9,900	1,500
*Week so far	33,456	1,18	25,122	3,284
Wk. ago	36,738	1,343	28,383	4,922
Yr. ago	30,115	904	33,257	12,981
2 yrs. ago	27,724	1,325	41,115	10,467

*Including 5,000 hogs direct to packers.

SHIPMENTS

Mar. 25	2,212	32	570	431
Mar. 26	845	125	520	284
Mar. 27	220	...	251	1,279
Mar. 29	4,832	...	933	769
Mar. 30	3,000	...	500	500
Mar. 31	5,000	...	500	500
Week so far	12,832	...	1,933	1,769
Wk. ago	13,935	132	1,873	2,084
Yr. ago	11,048	27	1,455	2,097
2 yrs. ago	9,637	46	1,912	1,775

MARCH RECEIPTS

	1954	1953
Cattle	200,450	179,027
Calves	9,498	6,729
Hogs	212,616	286,494
Sheep	40,160	99,430

MARCH SHIPMENTS

	1954	1953
Cattle	96,099	76,239
Hogs	17,224	16,167
Sheep	20,966	27,321

CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wed., Mar. 31:

	Week ended	Week ended
	Mar. 31	Mar. 24
Packers' purch.	26,754	28,284
Shippers' purch.	3,443	4,259
Total	30,197	32,543

LIVESTOCK PRICES AT LOS ANGELES

Prices paid for livestock at Los Angeles on Wednesday, Mar. 31, were reported as shown in the table below:

CATTLE:	
Steers, choice	.....\$23.25@24.00
Steers, good	.....20.00
Steers, com'l & gd.	.....18.00@19.50
Heifers, good	.....21.00 only
Heifers, com'l	.....17.00 only
Cows, util. & gd.	.....15.00@16.25
Cows, util. & com'l	.....13.00@14.75
Cows, can. & cut.	.....10.00@12.50
Bulls, util.	.....18.00 only

CALVES:	
Vealers, choice & pr.	.....None rec.
Good & choice	.....22.00@25.00
Calves, gd. & ch.	.....18.50@22.00

HOGS:	
Choice, 200/250	.....27.50@28.25
Sows, 500/down	.....23.00@23.50

SHEEP:	
Lambs, ch. & pr.	.....None rec.

CANADIAN KILL

Inspected slaughter in Canada for week ended Mar. 20:

	Period Same Wk.	Mar. 20	Last Yr.
Western Canada	12,791	19,381	12,467
Eastern Canada	13,935	12,467	12,467
Total	26,726	22,848	22,848

HOGS

Western Canada	42,200	49,605
Eastern Canada	48,179	49,605
Total	90,379	100,196
All hog carcasses graded	98,568	117,890

SHEEP

Western Canada	3,263	2,989
Eastern Canada	2,256	2,686
Total	5,519	5,575



* BANQUET BRAND PURE BLACK PEPPER

in the familiar 200 lb. Drum

Don't take our word for it. Customers over the years verify every claim of Uniformity—Unsurpassed Quality—Purity—that we make for our Banquet Brand!

MCCORMICK & CO., INC.

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CLOVES from Zanzibar are the worlds best in appearance and flavor. Cloves are the dried unopened bud of an evergreen tree and are nail-like in shape.

Asmus Brothers
spare no effort to
produce the world's finest
spices and seasonings
—to make your product
taste better!



Asmus Bros. Inc.
Spice Importers and Grinders

523 EAST CONGRESS DETROIT 26, MICHIGAN

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, March 27, 1954, as reported to The National Provisioner:

CHICAGO

Armour, 4,996 hogs; Wilson, 6,153 hogs; Agar, 4,820 hogs; Shippers, 3,242 hogs; and Others, 11,870 hogs. Total: 23,328 cattle; 1,722 calves; 31,061 hogs; and 3,767 sheep.

KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,304	767	790	2,531
Swift	2,568	1,167	2,200	2,162
Wilson	1,199	...	2,822	...
Butchers	4,319	...	637	...
Others	812	...	1,654	390
Totals	12,402	1,934	8,103	5,083

OMAHA

	Cattle	Calves	Hogs	Sheep
Armour	6,908	3,441	3,536	...
Cudahy	3,489	2,101	2,337	...
Swift	5,506	5,950	3,263	...
Wilson	3,139	4,498	40	...
Cornhusker	485	...	...	...
O'Neil	362	...	...	...
Neb. Beef	441	...	...	...
Eagle	85	...	...	...
Gr. Omaha	506	...	...	...
Hoffman	98	...	...	...
Rothschild	336	...	...	...
Roth	1,206	...	...	...
Kingman	1,440	...	...	...
Merchants	156	...	...	...
Midwest	121	...	...	...
Omaha	430	...	...	...
Union	397	...	...	...
Others	...	8,241	...	...
Totals	25,115	24,231	9,176	...

E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour	2,278	1,397	7,678	733
Swift	3,550	2,154	11,443	695
Hunter	1,105	...	4,101	...
Hell	...	...	2,359	...
Krey	...	...	1,981	...
Laclede	...	...	925	...
Luer	...	...	...	...
Totals	6,933	3,551	28,487	1,428

ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift	3,167	429	8,662	4,577
Armour	3,452	336	5,153	1,196
Others	4,615	190	1,627	775
Totals*	11,234	925	15,442	6,548

*Do not include 219 cattle, 4,819 hogs and 3,355 sheep direct to packers.

SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour	3,900	1	4,439	1,987
Cudahy	3,360	...	5,324	1,785
Swift	2,593	...	3,410	1,768
Butchers	359	...	2	...
Others	7,163	6	9,233	1,216
Totals	17,285	9	22,606	6,756

WICHITA

	Cattle	Calves	Hogs	Sheep
Kapsas	289	...	...	...
Cudahy	1,673	386	1,802	2,676
Dunn	69	...	...	...
Dold	297	...	626	...
Sunflower	19	...	...	...
Pioneer	76	...	...	...
Excel	375	...	...	...
Others	1,969	...	35	1,148
Totals	3,004	386	2,463	3,824

OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour	1,782	186	777	988
Wilson	1,960	221	755	736
Butchers	182	1	1,064	...
Totals*	3,912	408	2,596	1,724

*Do not include 1,422 cattle, 31 calves, 9,376 hogs and 3,042 sheep direct to packers.

LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour	19	...	...	...
Cudahy	52	...	...	...
Wilson	28	...	...	...
United	652	2	290	...
Ideal	678	...	...	...
Machlin	743	4	...	...
Acme	660	...	...	...
Atlas	713	...	...	...
State	470	48	...	...
Commercial	272	...	...	...
Gr. West	311	...	...	...
Luer	158	...	686	...
Others	2,015	711	658	...
Totals	6,971	765	1,634	...

DENVER

	Cattle	Calves	Hogs	Sheep
Armour	1,690	115	3,130	5,708
Swift	1,759	190	2,902	7,142
Cudahy	886	121	1,918	1,248
Wilson	485	...	...	...
Others	5,535	125	1,993	412
Totals	10,355	521	9,943	17,510

CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall	...	...	...	216
Kahn's	...	...	...	...
Meyer	...	...	...	...
Schlachter	99	33	...	...
Others	3,654	1,332	13,602	88
Totals	3,753	1,365	13,602	304

ST. PAUL

	Cattle	Calves	Hogs	Sheep
Armour	5,251	3,248	8,718	1,211
Bartusch	1,018	...	...	...
Cudahy	932	103	...	493
Rifkin	675	30	...	...
Superior	1,547	...	...	...
Swift	4,840	3,892	22,301	1,153
Others	2,703	1,561	6,406	1,369
Totals	16,986	8,834	37,425	4,226

FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour	1,211	1,240	527	5,268
Swift	1,421	962	531	9,996
Bl. Bonnet	394	8	40	...
City	422	...	94	...
Rosenthal	292	26	1,197	...
Totals	3,740	2,236	2,409	15,204

TOTAL PACKER PURCHASES

	Week Ended Mar. 27	Prev. Week	Cor. Week
Cattle	145,108	150,686	135,598
Hogs	200,022	207,335	202,767
Sheep	75,600	71,929	110,816

LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Mar. 26, with comparisons:

	Cattle	Hogs	Sheep
Week to date	278,000	356,000	160,000
Previous week	284,000	361,000	139,000
Same wk. 1953	243,000	462,000	220,000
1954 to date	3,466,000	4,728,000	1,962,000
1953 to date	2,966,000	6,073,000	2,036,000

PACIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ending Mar. 25:

	Cattle	Calves	Hogs	Sheep
Los Angeles	6,550	600	1,400	25
N. Portland	2,425	250	1,550	800
S. Francisco	675	25	450	150

CORN BELT DIRECT TRADING

Des Moines, Ia., Mar. 31—Prices at the ten concentration yards and 11 packing plants in Iowa and Minnesota were:

	Hogs, good to choice:
160-180 lbs.	\$23.50@26.10
180-240 lbs.	\$25.25@26.75
240-300 lbs.	\$24.75@26.75
300-400 lbs.	\$24.00@26.00

Sows:

270-300 lbs.	23.75@24.60
440-550 lbs.	21.75@23.60

Corn belt hog receipts were reported as follows by the U. S. Department of Agriculture:

	This week estimated	Last week actual
Mar. 25	31,000	42,500
Mar. 26	43,500	31,000
Mar. 27	21,500	33,000
Mar. 29	32,000	56,000
Mar. 30	44,000	44,000
Mar. 31	45,000	35,500

LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, March 30, were reported by the Production and Marketing Administration as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul

HOGS (Includes Bulk of Sales):

BARROWS & GILTS:

Choice:

120-140 lbs. ...	None rec.	None rec.	None rec.	None rec.	None rec.
140-160 lbs. ...	\$25.75-26.50	None rec.	None rec.	None rec.	None rec.
160-180 lbs. ...	26.50-27.10	\$24.50-26.75	None rec.	\$24.25-26.75	\$26.50-27.00
180-200 lbs. ...	26.75-27.10	26.25-27.25	\$26.75-27.10	26.50-27.50	26.00-27.00
200-220 lbs. ...	26.75-27.10	26.85-27.25	26.85-27.10	26.50-27.50	26.00-27.50
220-240 lbs. ...	26.50-27.10	26.85-27.25	26.50-27.10	26.50-27.50	26.00-27.00
240-270 lbs. ...	25.75-26.85	26.65-27.10	26.25-26.90	26.00-27.00	25.25-26.25
270-300 lbs. ...	25.25-26.00	26.25-26.85	None rec.	25.25-26.25	25.25-26.25
300-330 lbs. ...	None rec.	26.00-26.50	None rec.	24.50-25.50	25.00-26.00
330-360 lbs. ...	None rec.	25.50-26.15	None rec.	24.50-25.50	None rec.

Medium:

160-220 lbs. ...	None rec.	None rec.	None rec.	23.25-26.25	None rec.
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SOWS:

Choice:

270-300 lbs. ...	24.50-24.75	None rec.	24.25-24.50	24.25-25.50	24.25-24.75
300-330 lbs. ...	24.50-24.75	None rec.	24.00-24.25	24.25-25.50	24.25-24.75
330-360 lbs. ...	24.25-24.75	25.00-25.50	24.00-24.25	24.25-25.50	23.75-24.25
360-400 lbs. ...	24.00-24.50	24.75-25.25	24.00-24.25	24.25-25.50	23.75-24.00
400-450 lbs. ...	23.75-24.25	24.25-25.00	23.75-24.00	23.25-24.50	23.00-23.50
450-550 lbs. ...	22.75-24.00	23.25-24.50	23.50-24.00	23.25-24.50	22.00-23.00

Medium:

250-500 lbs. ...	None rec.	None rec.	None rec.	22.50-25.00	None rec.
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SLAUGHTER CATTLE & CALVES:

STEERS:

Prime:

700-900 lbs. ...	24.00-27.00	None rec.	24.00-27.00	25.00-27.50	24.50-27.00
900-1100 lbs. ...	24.50-27.50	26.75-31.00	24.50-27.50	25.50-28.75	25.00-27.00
1100-1300 lbs. ...	25.00-27.50	27.50-31.00	24.50-27.50	25.75-29.00	24.50-27.50
1300-1500 lbs. ...	24.50-27.00	26.75-31.00	24.00-27.50	25.25-29.00	24.00-27.00

Choice:

700-900 lbs. ...	21.00-24.50	22.25-26.75	21.25-24.00	21.75-25.00	21.50-25.00
900-1100 lbs. ...	21.50-25.00	22.50-27.50	21.50-24.25	21.75-25.75	21.50-25.00
1100-1300 lbs. ...	22.00-25.00	23.00-27.50	21.50-24.25	21.75-25.75	21.50-25.00
1300-1500 lbs. ...	21.50-24.50	23.00-27.50	21.50-24.25	21.50-25.75	21.50-24.50

Good:

700-900 lbs. ...	19.00-21.50	18.75-22.50	18.50-21.25	19.00-21.75	18.50-21.50
900-1100 lbs. ...	19.50-22.00	19.00-23.00	18.75-21.50	19.00-21.75	18.50-21.50
1100-1300 lbs. ...	19.00-22.00	19.00-23.00	18.75-21.50	19.00-21.75	18.50-21.50
Commercial, all wts.	16.50-19.50	16.00-19.00	16.00-18.75	16.00-19.00	15.50-18.50
Utility, all wts.	14.50-16.50	14.00-16.00	13.50-16.00	14.00-16.00	14.00-15.50

HEIFERS:

Prime:

600-800 lbs. ...	23.00-25.00	None rec.	23.00-25.00	23.00-24.75	22.00-23.00
800-1000 lbs. ...	23.00-25.00	24.50-26.50	23.25-25.50	23.00-24.75	22.00-24.00

Choice:

600-800 lbs. ...	20.50-23.00	20.50-24.50	19.50-23.00	20.00-23.00	20.00-22.00
800-1000 lbs. ...	20.50-23.00	21.50-24.50	20.00-23.00	20.00-23.00	20.00-22.00

Good:

500-700 lbs. ...	18.50-20.50	17.50-21.50	16.50-20.00	16.50-20.00	18.00-20.00
700-900 lbs. ...	18.50-20.50	18.50-21.50	17.00-20.00	16.50-20.00	18.00-20.00

Commercial, all wts.

Utility, all wts.	15.00-18.50	15.00-18.50	14.50-17.00	14.50-16.50	15.00-18.00
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Utility, all wts.

Utility, all wts.	13.00-15.00	13.00-15.00	13.00-14.50	12.50-14.50	13.50-15.00
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COWS:

Commercial, all wts.

Utility, all wts.	12.50-14.00	13.50-15.00	12.25-13.50	12.25-13.75	12.00-13.50
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Utility, all wts.

Canner & cutter, all wts.	11.50-12.50	11.25-13.50	11.00-12.25	11.00-12.25	11.00-12.00
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Canner & cutter, all wts.

Canner & cutter, all wts.	9.00-11.50	9.00-11.50	9.00-11.25	9.00-11.00	9.00-11.00
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BULLS (Yrds. Excl.) All Weights:

Good	None rec.	12.00-15.00	None rec.	11.50-13.25	12.00-13.00
Commercial	14.00-15.00	15.50-16.50	14.00-14.50	14.25-15.25	12.00-13.00
Utility	13.00-14.00	14.00-15.50	12.50-14.00	12.50-14.25	13.00-15.00
Cutter	11.00-13.00	12.00-14.00	11.00-12.50	11.00-12.50	13.00-15.00

VEALERS, All Weights:

Choice & prime ..	22.00-27.00	25.00-27.00	23.00-25.00	21.00-24.00	21.00-24.00
Com'l & good ..	14.00-22.00	15.00-25.00	15.00-23.00	15.00-21.00	14.00-21.00

CALVES (500 Lbs. Down):

Choice & prime ..	17.00-22.00	18.00-23.00	18.00-20.00	18.00-22.00	18.00-20.00
Com'l & good ..	13.00-17.00	14.00-18.00	13.00-18.00	14.00-18.00	13.00-18.00

SHEEP & LAMBS:

LAMBS (110 Lbs. Down) (Wooled):

Choice & prime ..	25.75-26.50	25.50-27.00	24.50-25.50	24.50-25.75	25.00-25.50
Good & choice ..	24.50-25.75	24.50-25.75	23.00-24.50	23.25-24.25	22.50-25.00

EWES:

Good & choice ..	6.00-7.00	8.50-10.50	9.00-10.00	8.00-9.00	8.50-9.50
Cull & utility ..	5.00-6.00	6.00-8.50	6.50-9.00	5.50-8.00	6.00-8.50

EDWARD KOHN Co.

3845 EMERALD AVE., CHICAGO 9, ILL., Phone: YArds 7-3134

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Straight or Mixed Cars

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CORNED BEEF
AND TONGUE

HYGRADE FOOD PRODUCTS CORP.

EXECUTIVE OFFICES: 2811 MICHIGAN AVENUE, DETROIT 16

MEAT SUPPLIES AT NEW YORK

(Receipts reported by the U.S.D.A. Production & Marketing Administration)

STEERS AND HEIFERS: Carcasses	BEEF CURED:
Week ending Mar. 27, 1954. 12,816	Week ending Mar. 27, 1954. 4,312
Week previous 11,722	Week previous 4,312
Same week year ago 13,593	Same week year ago 13,185

COW:	PORK CURED AND SMOKED:
Week ending Mar. 27, 1954. 1,649	Week ending Mar. 27, 1954. 397,248
Week previous 1,289	Week previous 615,233
Same week year ago 770	Same week year ago 477,590

BULL:	LARD AND PORK FATS:
Week ending Mar. 27, 1954. 456	Week ending Mar. 27, 1954. 9,935
Week previous 441	Week previous 8,492
Same week year ago 485	Same week year ago 7,094

VEAL:	LOCAL SLAUGHTER
Week ending Mar. 27, 1954. 10,031	Week ending Mar. 27, 1954. 10,572
Week previous 10,619	Week previous 11,327
Same week year ago 14,108	Same week year ago 8,778

LAMB:	CATTLE:
Week ending Mar. 27, 1954. 29,333	Week ending Mar. 27, 1954. 10,572
Week previous 29,502	Week previous 11,327
Same week year ago 33,510	Same week year ago 8,778

MUTTON:	CALVES:
Week ending Mar. 27, 1954. 1,903	Week ending Mar. 27, 1954. 18,738
Week previous 741	Week previous 18,738
Same week year ago 809	Same week year ago 7,956

HOG AND PIG:	HOGS:
Week ending Mar. 27, 1954. 5,645	Week ending Mar. 27, 1954. 42,152
Week previous 5,970	Week previous 46,168
Same week year ago 7,981	Same week year ago 47,207

PORK CUTS:	SHEEP:
Week ending Mar. 27, 1954. 911,352	Week ending Mar. 27, 1954. 37,737
Week previous 1,385,443	Week previous 38,486
Same week year ago 1,151,225	Same week year ago 39,995

BEEF CUTS:	COUNTRY DRESSED MEATS
Week ending Mar. 27, 1954. 49,681	VEAL:
Week previous 68,537	Week ending Mar. 27, 1954. 9,440
Same week year ago 140,515	Week previous 9,440

VEAL AND CALF CUTS:	HOGS:
Week ending Mar. 27, 1954. 15,244	Week ending Mar. 27, 1954. 15
Week previous 7,067	Week previous 15
Same week year ago 9,414	Same week year ago 15

LAMB AND MUTTON:	LAMB AND MUTTON:
Week previous 12,275	Week ending Mar. 27, 1954. 213
Week ending Mar. 27, 1954. 16,527	Week previous 213
Same week year ago 1,901	Same week year ago 213

WEEKLY INSPECTED SLAUGHTER

Slaughter at major centers during the week ending March 27, was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area ¹	11,916	12,692	43,987	41,798
Baltimore, Philadelphia	7,025	1,158	22,633	810
Cincinnati, Cleveland, Detroit, Indianapolis	15,334	6,898	70,206	8,215
Chicago Area	25,137	6,339	58,309	5,989
St. Paul-Wis. Area ²	26,546	32,826	85,106	9,119
St. Louis Area ³	14,403	7,032	81,528	5,558
Sioux City	10,333	6	17,996	7,998
Omaha	26,519	1,091	36,023	15,814
Kansas City	13,676	3,759	28,138	7,861
Iowa-S. Minnesota ⁴	27,480	12,152	193,839	29,830
Louisville, Evansville, Nashville, Memphis	8,991	9,040	40,726	Available
Georgia-Alabama Areas ⁵	5,467	3,240	24,745	17,264
St. Joseph, Wichita, Oklahoma City	15,096	3,306	36,068	10,326
St. Joseph, Dallas, San Antonio	16,225	6,569	14,982	13,240
Denver, Ogden, Salt Lake City	14,260	907	12,329	27,102
Los Angeles, San Francisco Areas ⁶	28,578	1,945	22,074	3,258
Portland, Seattle, Spokane	5,989	362	9,464	213,252
Grand Total	276,975	109,082	793,143	209,905
Total previous week	272,678	110,834	846,005	249,464
Total same week 1953	235,954	95,880	967,868	

¹Includes Brooklyn, Newark and Jersey City. ²Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wisc. ³Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. ⁴Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Iowa, and Albert Lea, Austin, Minn. ⁵Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. ⁶Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

SOUTHEASTERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, and Tifton, Georgia; Dothan, Alabama; and Jacksonville, Florida during the week ended March 26:

	Cattle	Calves	Hogs
Week ended March 26	2,268	890	11,565
Week previous (five days)	2,019	1,175	13,086
Corresponding week last year	2,368	429	11,266

CLASSIFIED ADVERTISING

Undisplayed: set solid. Minimum 20 words, \$4.50; additional words, 20c each. "Position Wanted," special rate: minimum 20 words, \$3.00; additional words, 20c each. Count

address or box numbers as 8 words. Headlines 75c extra. Listing advertisements 75c per line. Displayed \$9.00 per inch. Contract rates on request.

Unless Specifically Instructed Otherwise, All Classified Advertisements Will Be Inserted Over a Blind Box Number.

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PLEASE REMIT WITH ORDER.

POSITION WANTED

SALESMAN and MERCHANDISER

Association wanted with packer who knows that he needs this type of know-how and experience. Have successful record in the development and management of salesmen, also in merchandising and the promotion of sales of branded products. Background and experience complete and well-rounded for medium or small packer. W-149, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE FOREMAN: Position desired in Canada. Man, age 40, with 20 years' experience in sausage manufacturing, curing and canning. European trained. Complete knowledge of modern methods. Ingredients and processes. Can take full manufacturing responsibility, improve efficiency, increase production. Write W-148, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BY-PRODUCTS MANAGER

Practical man experienced in all phases of rendering, blending, grinding, buying and selling meat scraps and tallow. Can handle complete operation. Desire to locate in Midwest. W-150, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

OPPORTUNITY WANTED

Young man with over 10 years' supervisory experience, wants the opportunity to prove his ability as your superintendent or assistant. Details of unusually complete background on request. Know all operating and staff departments, sausage department a specialty. W-153, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MANAGER or SUPERINTENDENT: Experienced, large and small plants, practical, efficient. Slaughtering, cutting, curing, sausage, canning, rendering, etc. Excellent references. W-152, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CASINGS: Practical hog and beef casing man desires position as foreman or working foreman. Willing to go anywhere. W-96, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

POSITION WANTED

SALESMAN: Smoked meats and provisions, covering New York wholesalers, chains and department stores desires change. Have good following. W-134, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

HELP WANTED

ASSISTANT TO SAUSAGE MAKER

Young man, 25 to 35 years old. Must have experience, good knowledge of meats and costs, and capable of assuming supervision. Location southern Michigan. Give full qualifications and family status in your application. W-105, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMEN

High quality provision house in New York metropolitan area is seeking men. Must have excellent following in first rate restaurant and institutional accounts. Our employees know of this ad. W-140, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

SALES REPRESENTATIVES: Contacting meat packers, wholesalers, hotel and restaurant supply houses, to sell stockinette, polythylene and other meat wrapping supplies. Commission basis. Territories available Midwest, West and South West. W-143, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

MEAT SALESMAN: Part time with your present work. Learn and sell Pasturey lethal equipment for holding coolers. Help your customers in a big way and earn substantial extra money for yourself. Write in confidence. Pasturey Corporation, 3025 N. Newstead Ave., St. Louis, Mo.

SAUSAGE MAKER: Full experienced man wanted for eastern packer. Give experience, present employment and recommendations. W-151, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N.Y.

HELP WANTED

SALES EXECUTIVE

Working type to join an aggressive, dynamic full line processing organization in the new great industrial Delaware valley, U.S.A. Established in 1896 and growing ever since. Wonderful opportunity with the brightest future. State age, marital status and experience in detail. Also, accustomed annual income. Confidential. Write to W-152, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALES SUPERVISOR: Under 40 years of age wanted to supervise the sales for a well established independent Ohio packer selling meat products within an 80 mile radius of the plant. Must be experienced in supervising the sale of beef, pork, veal, smoked meats and sausage products. Applicant must have wide experience and the very best references. Excellent opportunity for the right man. Write Box W-137, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

ASSISTANT FOREMAN: Young experienced in hog kill, cut, boning, capable of supervising and becoming foreman within two years. Paid insurance, hospitalization, pensions. Give qualifications, education, etc. Plant located in Ohio. W-144, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

BEEF BONING FOREMAN
Excellent opportunity in large Chicago plant for an experienced beef boning foreman. Top salary for right man. Write full details and qualifications to W-153, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SALESMEN

Two men wanted who are well acquainted in the meat packing industry, to cover Oregon, Washington and Idaho selling equipment and supplies on straight commission basis. Write details of past experience in the meat industry. Age not important, but prefer men over 35. W-106, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

CLASSIFIED ADVERTISING

HELP WANTED

LIVE STOCK BUYER: Experienced man under 45 years of age wanted to take complete charge of the buying of all types of live stock for mid-western Ohio independent packer. Must be experienced in buying from markets, auctions and direct from the farm. Must know yields and grades, be able to meet people. This is a real opportunity for the right man with proper qualifications and recommendations. Write Box W-138, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

SAUSAGE FOREMAN or SUPERINTENDENT

Top qualified man wanted to supervise complete sausage operations for mid-western independent packer now constructing new B.A.I. approved plant with all new equipment. Exceptional opportunity for man experienced in producing QUALITY PRODUCTS. Knowledge of merchandising pre-packaged items desirable. Write qualifications in full to W-136, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

EQUIPMENT FOR SALE

FOR SALE: Send us your inquiries for S/S. Aluminum, Dopp jacketed Kettles; Filter Presses; Curb Presses; Cookers; Lard Rolls; Grinders; Stuffers; Mixers; Cutters; Expellers, etc. We buy your idle equipment and plants.

CONSOLIDATED PRODUCTS CO. INC.
72 Bloomfield Street, Hoboken, N.J.
Tel. HO 3-4425 (N.Y. Tel: BA 7-0600)

FOR SALE

1-241 ANCO Barrel Washer.
1-400% BOSS Stuffer
1-Dohm & Nelke Rindmaster Bacon Skinning Machine.
1-Corley-Miller Model MPU Semi-Automatic wrapping machine.
For full information, contact
EAST TENNESSEE PACKING COMPANY
BOX 210, KNOXVILLE, TENNESSEE

YOUR PACKAGED MEATS NEED CODE DATING

We Offer a Complete Line of Code Daters and Name Markers—Automatic for Conveyor Lines and Wrapping Machines—also Power-Driven Coders for Bacon Boards and other Boards used in the Meat Packing Industry.

Write for details on a specific problem.

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All Models. Rebuilt, guaranteed.
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FOR SALE: One 25 H.P., 220 volt, 60 cycle, 3 phase Boss Meat Grinder. Reasonable. THE ECKERT PACKING COMPANY, DEFIANCE, OHIO.

LARD BAGS

PARCHMENT 2/28's. IMMEDIATE SHIPMENT. FS-145, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

U. S. HEAVY DUTY: Slicing machine with conveyor and eight 1 lb. exact scales maintained by one person. Perfect condition. FS-147, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

MODEL 25 DIAMOND ROLLER BEARING

Hog with base (like new), \$900, f.o.b. Los Angeles. Attrition mill. Bauer Bros., No. 166-30 complete with two 25 H.P. electric motors, \$300 f.o.b. Los Angeles. CALIFORNIA EXTRACTION CO., 4073 Bandini Blvd., Los Angeles, Calif.

FOR SALE: 70—one ton trolleys—20-half ton: 8—Boston Tram switches. Bargain. A. L. LUYAT, P. O. Box 178, 22nd St. Station, St. Petersburg 3, Florida.

EQUIPMENT WANTED

WANTED: 1000 ton curb presses lard roll, filter press and cooker. Mitts & Merrill Hog. Contact Box EW-36, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

**WANTED TO BUY
USED TEE-CEE WEINER PEELERS.
OHSE MEAT PRODUCTS CO., 204
Kansas Ave., TOPEKA, KANSAS.**

PLANTS FOR SALE

MEAT PLANT FOR SALE
Modern, completely equipped for killing hogs, beef and veal, sausage manufacture, rendering, large debaier, etc., 4 coolers, 17 miles from Philadelphia, Penna. Priced to sell.
OHAS. ABRAMS 490 N. AMERICAN St. Philadelphia 23, Penna. Phone Walnut 2-2218

WHOLESALE MEATS
Complete slaughter house. Smoke ovens and sausage kitchen. All equipment. 6 trucks covering western Washington. 3 bedroom house, double plumbing. Just off main highway. Ideal setup for partnership. **George D. Barclay Co., P. O. Box 1622, Tacoma, Wash.**

FOR RENT or LEASE

Space in government inspected modern meat packing plant, fully equipped for the manufacture of sausage, and for all boning operations. Plant located in metropolitan New York area. FS-154, THE NATIONAL PROVISIONER, 18 E. 41st St., New York 17, N. Y.

INSTITUTIONAL SUPPLY BUSINESS
Handling meats, seafoods, etc. Good reason for selling. Write to FS-155, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

FOR LEASE OR SALE ON CONTRACT

Meat market, fully equipped for processing. Sausage and cold meats equipment. Smoke house and dining room. On 1 acre of ground. Building 30' x 60', full basement.

INVERNESS ABATTOIR

Wm. Longenecker, Prop.
Route 3 **ANTOLA, INDIANA**

RENT OR SELL 14,500 SQ. FT.

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MODERN MEAT PACKING PLANT

Eastern location, ideally situated geographically. Adjacent to many growing communities. Excellent opportunity to own. Small rent. Reason: Age, health. BW-119, THE NATIONAL PROVISIONER, 18 East 41st St., New York 17, N.Y.

BUSINESS OPPORTUNITIES

SAUSAGE CASINGS

Well established brokers with complete coverage of all major buyers and sellers of natural sausage casings in United States and Canada would like offers and inquiries from foreign sources. W-154, THE NATIONAL PROVISIONER, 15 W. Huron St., Chicago 10, Ill.

HOG • CATTLE • SHEEP SAUSAGE CASINGS ANIMAL GLANDS

Selling Agent • Order Buyer
Broker • Counsellor • Exporter • Importer

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7103—Complete Hog Kill Equipment: used less than 9 mos., priced less than 1/2 price; f.o.b. Chicago, Ill. Items available separately:
DEHAIRER: Baby Boss #31A, with 7 1/2 HP. splashproof motor & starter, complete with pipe & valve \$ 975.00
SCALDING TUB: Boss #131, 3'x5'x6" 245.00
BOILER: #10 Lookout, 10 HP. tubeless, 100 P.S.I. 275.00
GAMBRELING TABLE: Boss #68, stainless steel top & chute, 4'x5'6" x 5'3" 195.00
STERILIZER LAVATORIES: (2) Boss #28 with foot pedal soap dispenser, knife tank, & 16" x 16" x 10" deep basin, ea. 75.00
SPLITTER'S PLATFORM: Boss #136, 3'5'x4', with guard rail & maple block 95.00
STICKING & BLEEDING RAIL: Boss L8, 20 lineal feet 80.00
UNSHACKLING PLATFORM: 2' x 2' x 6" with guard rail 65.00
DEBAIRING PLATFORM 35.00
STICKERS PLATFORM 30.00
HOG SHACKLES: (8) with hooks & chain ea. 2.75

Sausage Equipment

7102—STUFFER: Buffalo 500#, recon'd. & guaranteed, new piston, new safety ring, recovered cylinder \$1325.00
6639—STUFFER: Buffalo 500#, 2 stuffing tubes, air control piping, ser. #668A 1025.00
6640—STUFFER: Boss 400#, 2 stuffing valves 950.00
6662—STUFFER: Buffalo 400# 875.00
7067—STUFFER: Boss 200#, recon'ditioned & guaranteed 750.00
6950—STUFFER: Globe 200# 700.00
7156—DUAL STUFFER ATTACHMENT: Buffalo, for continuous stuffing with 2 stuffers, in like new condition 225.00
5634—SILENT CUTTER: Buffalo #60, 600# cap., self unloading, less mtr. 950.00
6526—SILENT CUTTER: Boss #5 1/2, 2 extra sets knives 670.00
6710—GRINDER: Buffalo #60B, with new BX bowl, worm & shaft, 25 HP. mtr. 975.00
6709—MIXER: Buffalo #3, 5 HP. mtr. 750.00
6527—MIXER: Boss #9, hand tilt, mtr. driven, New stainless steel bowl 575.00
7061—FROZEN SLICER: Globe #3428, 20 HP. mtr. excellent condition 750.00
7013—BARREL WASHER: Globe #300, complete, new brushes, 5 HP. mtr. 975.00
6538—DOUBLE JOURDAN COOKER: for 12" sticks, 2 Powers regulators, 1 HP. mtr., stainless steel, spring covers, excellent condition 950.00
6618—BOY MOLDS: (900) Globe, #68-S, stainless steel, spring covers, excellent condition 6.75
4083—HAM MOLDS: (206) (53) Anco #3, stainless steel, 16-22" hams ea. 12.50
(61) Adelmans Brothers P-I-E 132 hams, ea. 5.50
(32) Gleason #A-4 ea. 5.50
(60) Perfection Leaf, 4'x4 1/2" x 15 1/2" ea. 4.50
6970—BEEF TROLLEYS: (128) long hooks, ea.85
6967—BEEF TROLLEYS: (450) short hooks, ea.75

Rendering & Lard

5650—COOKER: Anco, 5' x 12', 25 HP. mtr. \$2375.00
7060—COOKER: French Oil, 4' x 7', with cracking pan, 15 HP. mtr. 1650.00
7157—HYDRAULIC PRESS: Globe, 500 ton, recon'd. 4500.00
6986—HOG: Mitts & Merrill CR type, 40 HP. mtr., new teeth, excellent condition 2800.00
6848—CRACKLING GRINDER: Steiman, 15" x 12" opening, 25 HP. mtr., little used, 750.00
5630—LARD FILLER: Anco #326, size #2, 2 HP. mtr. 775.00

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New Steel Packinghouse Lockers
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15"x18"x60" h., sloping top, coat hooks, 14" high legs, seat brackets, padlock attachment, heavy perf. steel bottom for extra durability.
Single row—three wide
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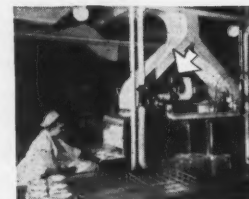
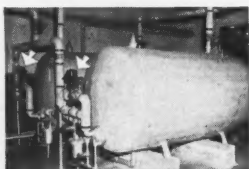
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